

THE CCM UPDATE

Special Report

Christian Radio a Growing Influence on Music Sales

NASHVILLE, Tenn.—One of the heated debates of contemporary Christian music's childhood years has been Christian radio's impact, or lack of impact, on sales of Christian music recordings. *The CCM Update* recently polled professionals in Christian retail, radio and recording for their opinions on the subject.

"Christian radio definitely sells records," says Bill Hearn, president of Sparrow Communications Group. "Ten years ago I don't think many Christian stations did. Five years ago, maybe 15 or 20 stations had an impact. Today, there are 125 stations that have a significant impact on sales, and there are probably 25 that are so influential that if they don't play your records you may have no sales in their markets."

Loren Balman, vice president of marketing and creative development at Word, reports that among 20,000 consumers who buy six or more recordings per year from Word, radio is the number one medium for learning about new recordings. "Number two is 'I heard about it from a friend.' More likely than not, the friend heard the record on the radio."

One would expect the sales influences of Christian radio to be greatest in markets where strong stations and retail outlets coexist. Becky Weaver, music buyer for the four Provident Bookstores in the Lancaster, Pennsylvania area says, "Christian radio makes a huge difference for us. For example, in March I was about to return Acappella's *Rescue* because we had sold only three cassettes since January. Then WJTL began playing the title single, and we sold out of cassettes and I had to reorder."

In Fresno, California, a city which enjoyed a popular Christian radio station until its format was changed to light jazz five years ago, local retailers still lament the loss. Roger Salley, assistant manager and music department supervisor at Fresno Bible House, says, "We're experiencing growth in music sales every year, but I'm sure it would be greater if we still had a good radio station. Our customers often say 'I wish KTED still played Christian music.' There is a station playing some contemporary Christian music in Merced, and we have customers who will make the hour's drive to Fresno to buy records they're hearing on the station."

But not all retailers are convinced. Glenn Williams, senior buyer of recorded and print music at the 128 outlet Family Bookstores chain says he sees little correlation between radio airplay and sales. "I'm often dismayed at how chart activity doesn't indicate sales activity at all," he says. "I think radio helped in some cases, like Ray Boltz's 'Thank You'...but there are only a few stations that are exposing contemporary Christian music enough to really make a difference in their markets."

Williams says Family Bookstores has not conducted any

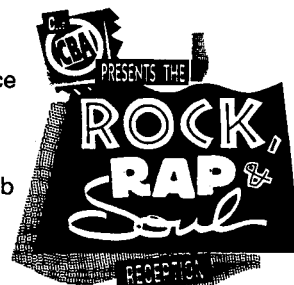
research on the effect of radio on music sales in its stores, and adds that demographics are the most important criteria the company considers when selecting sites for new stores; the existence of Christian radio is not a main factor. "In general, we find radio to be most effective when we do a concerted joint promotion. When Integrity Music bought objective advertising time in selected markets they had stronger sales results than artists who were getting heavy rotation. [Family Bookstores] did a major radio promotion on Michael W. Smith's *Go West Young Man* in five major markets which were selected on the strength of radio, and we had excellent customer response. Overall, I think [retailers] sell product and radio sells advertising."

Joe Battaglia of Communicom Corp. of America, which owns Christian station WWDJ in Hackensack, New Jersey, says, "Selling records is not the goal of commercial radio. Our goal is to create traffic for our advertisers. But radio impacts record sales in a number of ways. In addition to regular music airplay, which creates public awareness for artists, radio stations

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"Club CBA" To Bring Rock, Rap and Soul to Orlando Convention

NASHVILLE, Tenn.—Record companies, long-frustrated by CBA exhibit hall restrictions on sound volume, will have a chance to showcase themselves in a unique way this year in Orlando. The "Rock, Rap & Soul Reception"—also known as "Club CBA"—promises to be an "energized sight and sound extravaganza," says event organizer Barry Landis.



Sponsored by the Christian music industry and corporate sponsors, record companies will "merchandise" 12-foot sections of the ballroom at the Stouffer/Orlando Hotel in a way which exemplifies how they would like to see retailers display their products. Numerous video monitors, including a "video wall" will play videos from participating companies. The reception will also feature performances by E.T.W., Novella, O'Landa Draper and Associates, Margaret Becker, and Tim Miner.

Participating labels include Word, ForeFront, Sparrow, Frontline, Star Song, Brainstorm, Reunion, Benson, Arcade, Diadem/Tribute, Word-Gospel, Alternative, Brentwood, Integrity Music, Warner Alliance and Tyscot. Corporate sponsors include The Gelles Corp. and CCM Publications.

The event is designed primarily for the 400 or so music buyers who are expected to attend CBA this year. Various labels are planning giveaways and special discounts redeemable on the convention floor. The event will be held July 14 from 8-11 p.m. For more information or tickets, call 1/800-877-4443.

Christian Radio

(continued from page 1)

sponsor concerts and are usually the main advertising vehicle for concert promotion."

Balman observes, "In the general market there is a lightning response to radio. When a single hits on radio, sales of that record increase almost instantaneously. The impact of Christian radio is indeed significant, but because Christian stations overall have a much lower level of market saturation, the sales response is a more gradual process."

While Christian radio has grown in influence, many believe it has far to go. Matt Seward, president of Innovative Resources, an Oklahoma City marketing firm which is conducting a comprehensive research project under the sponsorship of the Gospel Music Association, says, "One of the things we're learning is that, in trying to be all things to all people, Christian radio risks becoming nothing to no one. Their audience is made up only of those people who are so dedicated to their Christian lifestyle that they wouldn't think of listening to anything but Christian radio—certainly a limited group. Radio stations with clearer identities are more effective, both in attracting listeners and in selling music. Stations whose music is all over the road stylistically and mixed with programs are frustrating both their listenership and the growth of Christian music."

Dallas station KLTY provides ample evidence of the value of targeted programming. KLTY competes successfully with secular stations in its market, and consistently pulls one of the highest shares of all Christian stations. Vice President of Programming Management Jon Rivers explains his programming philosophy: "We maintain a very consistent AC to aggressive AC format, with no block programming to interrupt our style or to turn off our listeners." The station has been so successful that last fall Sound Warehouse, a chain of record stores, joined KLTY for a three-month promotion that involved live remotes with Christian artists and special KLTY displays in Sound Warehouse outlets which featured the music aired on the station. Rivers says the promotion was very successful.

Some industry observers believe Christian radio has not kept pace with listeners. "I don't think [Christian] radio is reaching kids of college age and younger," says Hearn, "which may have a serious impact in the future. Christian music is becoming more and more contemporary and progressive. Many music stations are programming to a 30-year-old, but most new music appeals to a person who is maybe 22. If radio doesn't adapt, we're going to have a difficult time reaching teens and young adults."

"Teens do not listen to Christian radio for the most part," confirms Seward. "Their biggest complaint is that stations play every style of Christian music known to man, except the narrow group of styles teens like."

Balman agrees that there are too few radio outlets for music for teens. "Retail is far more likely to carry any youth oriented format than radio is to play it," he observes.

John Shirk, music director at WJTL, a CHR/AC station in Lancaster, Pennsylvania, says retail sales sometimes affect his programming decisions. "Provident Bookstores sends us their list of top sellers each week. I hadn't added Russ Taff's new single, 'God's Unchanging Heart.' But when I noticed his album, *Under Their Influence*, was selling well, I decided to start playing the single."

Salley says that without radio, the greatest challenge for a retailer is to sell records by new artists. "With established artists we just let customers know a new record is out," he explains. "But customers don't have the time to come to the store and listen to all the new artists to decide if they want to buy their records."

—Don Boyer

Out & About...

- Last week's *Billboard* charts had to be an inspiration to anyone looking for greater Christian influence in the mainstream music market. On the "Hot 100," **Amy Grant's** "Every Heartbeat" appeared in red letters as the "Hot Shot Debut." On the same chart, **Michael W. Smith's** "Place in This World" was also in red letters as "Power Pick/Sales." Over on the "Hot R&B Singles" chart, **BeBe & CeCe Winans's** "Addictive Love" was the "Hot Shot Debut." This week "Place..." is #19 on *Billboard's* Hot 100 and #11 on AC. It is #11 on *Radio & Records's* CHR charts and #9 on AC. Smitty's *Go West Young Man* album moves from 180 to 145 in *Billboard* this week. Meanwhile, Amy's *Heart in Motion* was certified gold last month...

- The **Gospel Music Association** will announce this week the naming of producer/arranger **Bruce Koblish** as Executive Director (more details next issue). In other GMA news, its top leadership met recently with representatives from the black gospel industry in an attempt to deal with some of the issues raised recently in the press [*The CCM Update*, May 6, 1991] regarding the GMA's alleged insensitivity to African Americans. No details of the meeting have been released. Finally, **The Nashville Network** reports that this year's telecast of the Dove Awards effectively doubled its audience over last year...

- **Word Records** has restructured its agreement with **John and Dino Elefante's Pakaderm** label, which in effect makes it part of Word's "family" of labels. The Elefantes have a production agreement in which they are to bring seven acts to Word each year...

- Nashville businessmen **Buddy Killen** and **John Lindahl** have purchased the **Lexicon Music** catalog of copyrights from **Bob MacKenzie**. The catalog includes most of **Andrae Crouch's** early songs such as "My Tribute (To God Be the Glory)," "Soon and Very Soon" and "Bless His Holy Name." Other notable copyrights include "Pass It On," "Holy Holy," "He's Everything to Me" and approximately 3,000 others. Purchase price was estimated at \$1.5 million. The catalog will be administered by **Meadowgreen Music**, which Killen owns along with **Randy Cox, Joe Huffman** and **Donna Hilley**...

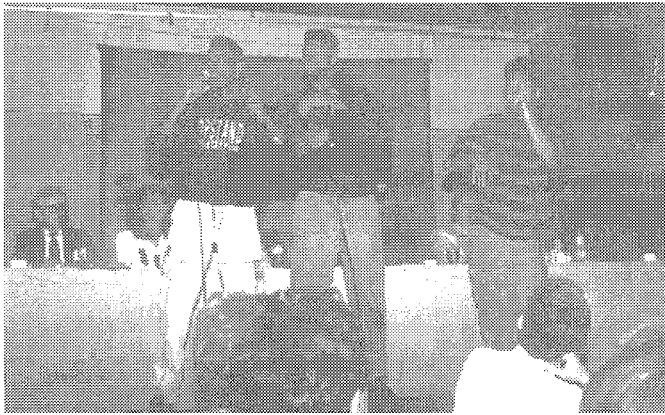
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THE CCM UPDATE GALLERY



ForeFront rap group E.T.W., pictured at the Evangelical Press Association convention in Chicago, performed songs from its new album, Stop! The Wild Hype. Pictured (l-r): Johnnie Jam, M.C. Free, M.C.L. King.



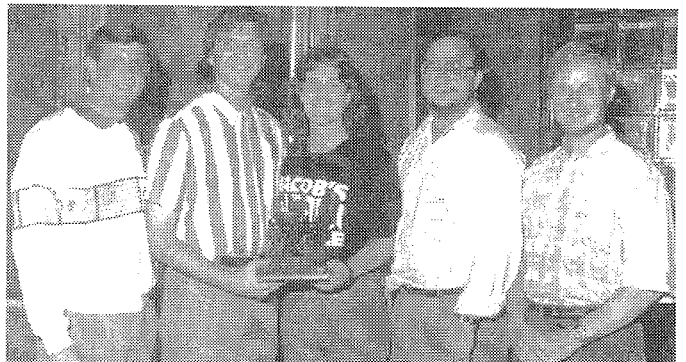
Celebration Concerts of California and owners Jon and Jolene Robberson celebrated their 10th anniversary with a Christian music night at the Northern California amusement/theme park, Great America. On hand to help celebrate were (l-r), seated: Gary Koreiba and wife Kim Boyce; Bryan and Jodi Duncan. Standing: The Robbersons; Armond Morales and David Will of The Imperials.



Jodi Benson of Little Mermaid fame is in the studio creating the audio version of Questar's The Beginner's Bible, scheduled for release August 29. Pictured (l-r): Peter York, vice president of A&R; producers Chris Harris and Don Wise; Benson; and writer/arranger Bob Farnsworth. (Photo by Paul Wharton)



Raina Bundy, president of the newly established Fixit Records, an R&B/contemporary Christian label, recently announced the signing of a long-term marketing and distribution agreement with Star Song Communications. Pictured standing (l-r): Stan Moser, CEO, Star Song; Jeff Moseley, senior vice president, Star Song; Darrell Harris, president, Star Song; Rob Michaels, independent publicist, Fixit Records. Seated: Raina Bundy.



Compassion International awarded Paul Emery of Harvest Productions with the sculpture "A Cup of Cold Water in His Name," which marks 10 years of service through concert promotion. Compassion executives shown with Emery (center) are (l-r): Wess Stafford, vice president, program and development; Mark Hollingsworth, artist relations manager; Devlin Donaldson, music program manager; and Dave Olson, director of communications. (Photo by Beth Gwinn)

Appointments

—**Leslie Tarkington**, formerly of radio promotions, to production manager at **Reunion Records**.

—**Bill Traylor** to a management and production agreement with **Word** label, **Canaan Records**. The agreement gives Traylor A&R responsibilities—replacing Word's **Jonathan Mays** who continues on at Word—as well as fiscal control over all recording and marketing endeavors. Traylor will maintain his interests in **Homeland** and **Impact Records**.

—**Jan Loman** (right) and **Bill Traylor** (left) to **Choice Distributors** as consultants.

—**Wayne Erickson** to management consultant for **White Heart Productions**.

—**Scott Davis** to manager of operations for **White Heart Productions**.

Signings

—**Ray Boltz**, formerly with **Diadem Records** to a long-term recording and publishing agreement with **Word Records**.

—**Richard Smallwood** to a long-term artist agreement with **Sparrow Records**; his first project is scheduled for release in early 1992. Pictured (l-r): Sparrow chairman and



CEO, **Billy Ray Hearn**; Smallwood; and manager, **Roger Holmes**.

—**The Newsboys** to a tour press publicity agreement with **Impress Productions** of Nashville, TN.

—**Christian Network International (CNI)** has signed exclusive distribution contracts, with three major Christian production companies which currently service the CBA market and abroad: **Prism Music Group**, a choral music company which features music from well known arrangers **Jack Price**, **Denny Dawson**, **Camp Kirkland**, **Lari Goss**, and **Bob Krogstad**; **Choice Distributors**, a newly formed sales, marketing and distribution service representing major ministries such as **James Robison** and **Jimmy Swaggart**; and **Just Life**, an Australia-based company which represents the best selling children's products from its country.

—**Debby Boone** to a long-term artist agreement with **Sparrow Records**. Pictured (l-r): **Bill Hearn**, president; **Billy Ray Hearn**,



chairman and CEO; **Gabriel Ferrer**, manager; **Boone**; and **Peter York**, vice president, A&R.

New Company

—Effective immediately, **Melissa Campbell** will depart **Creative Trust** to establish her own management firm in Nashville to serve the recording industry. **M. Campbell and Associates** will provide tour advance, publicity management, and special project development. The company's first client will be **Sparrow Records'** **Susan Ashton**. In turn, **J. David Huffman** will begin overseeing all events and publicity efforts for **Michael Card** and **Steven Curtis Chapman** at **Creative Trust**. Address: 2120 Crestmoore Road, Suite 111, Nashville, TN 37215. 615/385-4689. Fax: 615/297-1640.

—**Choice Distributors** is a new distribution system representing products created by major television ministries such as **James Robison** and **Jimmy Swaggart** for release in the CBA market. Choice will specialize in sales and marketing; **Christian Network International** will be its fulfillment agency. For more information: **Choice Distributors**, 1207 17th Avenue South, Nashville, TN 37212. 615/329-3925.

—**Print Plus Publications, Inc.** has announced the formation of the first Electronic Network designed and built exclusively for the CBA marketplace. Operating under the name **Keynotes**, the



company will offer the digital technology to make available printed and recorded music, radio charts, and current event articles. Pictured (l-r): **Greg McNey**, **Kristy Nelson**, **Frank Breeden**, **Kim Beals**.

New Labels

—**Multnomah Productions**, a division of **Multnomah Literature Ministries** has purchased the copyrights for the **Agapeland** library, and has consolidated its development and marketing of these products in the new label, **Honey Creek Kids, Inc.** which will become part of **Honey Creek Kids, Inc.** include the **Music Machine** and **Bullfrogs & Butterflies** series, **The Amazing Bible**, **The Everlasting Adventure**, the **Character Builders** series, as well as other music and video products and activity books.

—The music division of **Radio Bible Class** has formed a new artist recording label to share the name **Discovery House Music**. The first recording released will be **Never Alone**, by **Damaris Carbaugh**, a New York-based commercial studio singer and soloist with the **Brooklyn Tabernacle Choir**.

—**Image 7** has announced the formation of its newest label—**Classics**. The projects to be released on this label will focus on classically influenced music—both traditional and contemporary. Its debuts will include guitarist **Chris Thomas Lee** and harpist **Bronn Journey**.

New Addresses

—**Word Records/Nashville**: 3319 West End Avenue, Suite 200, Nashville, TN 37203. 615/385-WORD (9673) FAX: 615/385-9696. Effective June 24.

—**Fixit Records**: P.O. 656, Pomona, NY 10970. 914/354-4597.

Employment Opportunity

—**The Benson Music Group** is currently seeking a director of marketing. Responsibilities: Create and implement marketing plans for A/C, CHR, inspirational, and rock records; Manager of personnel and financial resources to maximize product profile through advertising, merchandising, events, radio and publicity. Qualifications: B.A. degree in marketing, communications, or related field. Two years people management. Knowledge of Christian music, promotional and retail environment. Send or fax resume to: **Zondervan Corporation**, att: Human Resources, 1415 Lake Drive South East, Grand Rapids, MI 49506. Fax: 616/698-3252.

Births

—To **Stephen Speer**, president of **Mainline Media**, and his wife, **Priscilla**, a girl, **Leslie Merchant**, June 12.

—To **Chaz Corzine**, vice president of **Blanton/Harrell**, and his wife, **Deaver**, a boy, **Sean Louis**, June 11.

—To **Glenn Wagner**, marketing director of **Brentwood Music**, and his wife **Cindy**, a boy, **Austin Michael**, April 26.

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)
4	1	1	HEART IN MOTION , Amy Grant Myrrh (Word)
9	3	2	GO WEST YOUNG MAN , Michael W. Smith Reunion (Word)
—	—	3	SHAKIN' THE HOUSE , Carman, Commissioned and The Christ Church Choir Benson (Benson)
9	2	4	ANOTHER TIME, ANOTHER PLACE , Sandi Patti Word (Word)
6	4	5	FOR THE SAKE OF THE CALL , Steven Curtis Chapman Sparrow (Sparrow)
3	*	6	CONGRADULATIONS , Various Inter'Linc (Word)
—	—	7	OUT OF MY MIND , Mike Warnke DaySpring (Word)
1	5	8	UNDER THEIR INFLUENCE , Russ Taff Myrrh (Word)
9	8	9	NU THANG! , DC TALK Yo! ForeFront (Benson)
3	6	10	ANOTHER CHILD TO HOLD , Ray Boltz Diadem (Spectra)
12	7	11	BEYOND BELIEF , Petra DaySpring (Word)
3	10	12	WAKENED BY THE WIND , Susan Ashton Sparrow (Sparrow)
—	—	13	THE SYMPHONY PROJECT , Glad Benson (Benson)
3	9	14	SIMPLE HOUSE , Margaret Becker Sparrow (Sparrow)
9	11	15	HOME FREE , Wayne Watson DaySpring (Word)
—	—	16	WE BELIEVE , Steve Green Sparrow (Sparrow)
60	15	17	THE COLLECTION , Amy Grant Myrrh (Word)
21	17	18	MORE TO THIS LIFE , Steven Curtis Chapman Sparrow (Sparrow)
—	—	19	WAY TO MY HEART , Rachel Rachel DaySpring (Word)
21	26	20	THE FINEST MOMENTS , Sandi Patti Word (Word)
34	24	21	I2(EYE) , Michael W. Smith Reunion (Word)
7	21	22	THE WAY OF WISDOM , Michael Card Sparrow (Sparrow)
21	13	23	REVIVAL IN THE LAND , Carman Benson (Benson)
39	12	24	LIVE... RADICALLY SAVED! , Carman Benson (Benson)
19	*	25	SMOKY MOUNTAIN HYMNS , Various Brentwood (Brentwood)
6	19	26	LARNELLE HARRIS LIVE WITH THE BROOKLYN TABERNACLE CHOIR , Larnelle Harris Benson (Benson)
62	43	27	MICHAEL W. SMITH PROJECT , Michael W. Smith Reunion (Word)
—	—	28	GO TO THE TOP , DeGarmo & Key Benson (Benson)
—	—	29	FACE TO FACE , 4 Him Benson (Benson)
—	—	30	20 YEARS OF HOPE , Maranatha! Singers Maranatha! Music (Benson)
—	—	31	JESUS IS ALIVE , Various Hosanna! Music (Sparrow)
12	25	32	CRY FOR THE DESERT , Twila Paris Star Song (Star Song)
—	—	33	COME TO THE TABLE , Various Hosanna! Music (Sparrow)
6	18	34	POWER HOUSE , White Heart Star Song (Star Song)
—	—	35	BEYOND NATURE , Phil Keaggy Myrrh (Word)
17	23	36	THE PLEDGE , DeGarmo & Key Power Discs (Benson)
12	14	37	RETURN , The Winans Warner Alliance (Sparrow)
61	45	38	HYMNS JUST FOR YOU , Sandi Patti Helvering Productions (Word)
—	—	39	URGENCY , Liason Frontline (Frontline)
—	—	40	TWENTY INSPIRATIONAL FAVORITES , The Gaithers Benson (Benson)
—	—	41	PRAISE BEYOND WORDS , Various Maranatha! Music (Benson)
13	16	42	I CAN BEGIN AGAIN , Larnelle Harris Benson (Benson)
12	34	43	4 HIM , 4 Him Benson (Benson)
12	*	44	SMOKY MOUNTAIN HYMNS II , Various Brentwood (Brentwood)
1	35	45	WORD 2 THE WIZE , Dynamic Twins Broken (Word)
1	42	46	THE CHOSEN , P.I.D. Frontline (Frontline)
11	47	47	DC TALK , DC TALK Yo! ForeFront (Benson)
6	27	48	JESUS LOVES YA , Jon Gibson Frontline (Spring Arbor)
30	*	49	THANK YOU , Ray Boltz Diadem (Spectra)
7	*	50	RESCUE , Acappella Word (Word)

Reporting retailers:

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

The CCM "Top Albums" chart is based on reports from selected Christian retail outlets in the U.S. The rankings are based upon total units of each title reported sold during the month of May 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

Petra, *Petrified! (The Very Best of Petra)* (Star Song)

Wait a minute...Another "best of" Petra?! In the past three years, there've been *Petra Means Rock* (hard rock tracks) and *War and Remembrance* (comprehensive career box). This well-balanced collection splits the difference, with fifteen tunes divided between ballads/lighter tracks and arena-shaking anthems. But repetitiveness could make this title a difficult sell.

Whitecross, *In the Kingdom* (Star Song)

One of Christendom's top metal acts intros line-up changes, and debuts on this label with a sterling collection of rockin' gems and the obligatory power ballads (one penned by label boss Dez Dickerson). Carroll (voted *Heaven's Metal* Guitar Hero of 1990) struts his stuff on "The Eternal Fire," Scott Wenzel displays an affinity for blues wailing on "You Will Find It There," and there's even a rap by D.O.C.'s Alton Hood on "Holy War." Cross-promotion via "Metal Mission" video sampler should assure success.

Also Received

Jeff Hamlin (producer), *Faith* (Interludes/Integrity)

Integrity has moved to fill the need for instrumental praise and worship music; this collection is the label's tenth release in this best-selling series. Sixty-minutes' worth of music is arranged in groups of six thematically-linked medleys, for an enjoyable (and stress-reducing) hour of listening.

Tom Howard, *Bamboo In Winter* (Myrrh)

The soundtrack for the well-received film about the persecuted house church movement in China is Howard's first album in some time. He produces an intriguing blend of Western song structures with instruments and melodies of the Far East that stand as a lovely recording outside the film's context. Especially notable is the arrangement of "Amazing Grace."

J.D. Summer and the Stamps, *Peace in the Valley* (Benson)

Perennial southern gospel favorites treat listeners to a slightly more modern sound on this outing, with occasional string backing, and some clever percussion touches. Still anchoring the group, of course, is the lowest bass voice in Christian music.

Various Artists, *ARGH!!!/The Official R.E.X. Sampler* (R.E.X.)

Eleven-track collection offers an interesting cross-section of tunes from the label's ten artists. The title offers good value, as the buyer gets remixes of Believer, Haven, Greg Minier and The Lead, two new tracks by The Throes and previews of upcoming albums by new artists Primitive Dance Tribe and Living Sacrifice. Clever cover also offers opportunities for creative displays.

Robert Vaughn & The Shadows, *Songs from the Riverhouse* (Alternative)

Many critics and fans believed that Vaughn's *Love and War* was the finest record from the Exit Records stable; surpassing The 77's, Charlie Peacock, et. al. This new release certainly lives up to its advance buzz, and could easily find a home on mainstream radio. Vaughn's voice is often reminiscent of Mark Knopfler's, while the music moves into more of a straight-ahead rock approach, with frequent fiddle embellishments which lend a rootsy feel. Frank lyrics have a world-weary air, but the record has an overall positive vibe.

Bishop Norman L. Wagner/Mount Calvary Concert Choir, *Best For Last* (Word)

Whew! I was exhausted just listening to this soul-stirring collection. Bishop Wagner's acclaimed choir has shared the stage with artists such as Richard Smallwood and The Winans. This exhilarating service was taped at the choir's home church in Youngstown, Ohio. Producer Marvin Winans does a guest vocal turn on two selections.

Steve Wiggins, *Steve Wiggins* (Sparrow)

Wiggins works a territory right next door to David Mullen and Geoff Moore, mixing acoustic flavorings with a touch of Memphis soul and '60s pop/rock (Reminds me a bit of Karl Wallinger of World Party). Steve's voice has just the right Dylan-esque overtones to lend extra weight to the forthright and creative lyrics. An impressive debut.

Reissue

David T. Clydesdale, *The London Sessions* (Royal Tapestry/Diadem)

Clydesdale is an acclaimed producer/arranger who has lent his touch to countless Christian albums. *The London Sessions* was previously issued in 1983 as *Celebrate The Joy*, but this is its first availability on CD—the best way to enjoy the collection. Clydesdale conducts the Royal Philharmonic of London through seven medleys, joining beloved hymns of the church with well-known contemporary melodies by writers such as Annie Herring, Dallas Holm, Bill Gaither, Keith Green and dozens of others. A variety of mood and tempo shifts allow the listener to appreciate the wealth of classics here. A natural for in-store play!

Mainstream

Ashley Cleveland, *Big Town* (Atlantic)

The girl with the BIG voice has been kicking around Christian music circles for several years, both as a vocalist and songwriter. Her much-anticipated debut does not disappoint one bit, from the opening a *cappella* reading of Andrae Crouch's "Soon and Very Soon" through the next fifty-seven minutes of blistering rock and soulful ballads. Heartfelt songs of relationships both heavenly and earthbound are rendered by a woman with no peer in secular or gospel music. A nearly-

flawless disc worth seeking out.

Pierce Pettis, *Tinseltown* (High Street/Windham Hill)

Pettis is a folk-oriented singer/songwriter, best known to christian audiences for his "7 X 70" track on Myrrh's 1989 *Twelve New Faces* sampler, and for penning "I Don't Ever Want To Live Without You", a hit for Randy Stonehill. Mark Heard produced the third album for Pettis, who is a keen observer of his fellow humans. He writes with clarity and honesty about topics both personal and universal, always with an uplifting faith perspective.

Videos

Pick

The Goads, *Veterans of the U.S.A.* (Diadem)



An unashamedly sentimental valentine to U.S. troops, both past and present. This touching clip was a recent winner of the Nashville Network's "Video Challenge." Behind-the-scenes footage of the video's filming is enlightening. The video should have a long

shelf-life, due to airplay targeted at holidays, such as Independence Day and Veteran's Day.

Various Artists, *Metal Mission/Vol. One, Hard Rock On The High Road* (Star Song Moving Pictures)



This slice-of-life video looks at the on- and off-stage antics of four of Christian metal's hottest acts—Whitecross, Bride, Xalt and Novella. Concert footage is pretty standard fare, but interviews and back-stage clips are thoughtful and illuminating. Inter-cutting live

performances with candid footage may be distracting to some, but it's still a must-see for head-bangers (and bang-ettes). List price of \$14.95 makes this a dandy value.

Noteworthy

King's X, *Chronicles* (A Vision Entertainment)

This brilliant six-song package collects two clips from each of the band's albums, including "King" and "Shot of Love," which didn't receive much airplay the first time around. The group's breakthrough MTV clip "Over My Head" is still exciting, and all six tracks are filled with witty visual puns. The price is right at \$16.98.

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

THE CCM UPDATE

AIRPLAY REVIEWS

Adult Contemporary

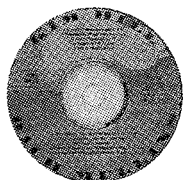
Picks

Steve Camp, "For Every Time" (Sparrow)



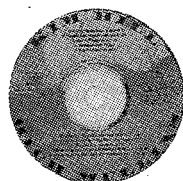
First single from Camp's 12th project, *Consider the Cost*, continues in the contemporary flavor found throughout his last album, *Justice*. Making large use of percussion and guitar, Camp preaches a message of God's forgiveness and grace in spite of our Peter-like walk of faith.

Kim Hill, "Mysterious Ways" (Reunion)



Wayne Kirkpatrick and Kim Hill make quite a team, delivering some fine writing and performing in this smoky, dark, single. Its moody, musical approach will certainly be a change of pace for AC radio but a hooky chorus and Hill's unique and expanding vocals translate the gap with ease.

Rich Mullins, "Boy Like Me/Man Like You" (Reunion)



Mullins takes the profound into the poetic and beautiful child-like simplicity with musings of his childhood. Wonderful use of music—guitar, flute, and simple percussion—adds a feeling of lightness and shows Mullins at his lyrical and musical best. First single from *The World as Best as I Remember It, Vol. I*.

Noteworthy

Marilyn McCoo, "The Me Nobody Knows" (Warner Alliance)
McCoo's extensive pop career with husband and as host of *Solid Gold* does not prepare the listener for this easy listening tune. McCoo's warm vocals and clear-as-a-bell interpretation is still there, but this lukewarm tune needs more than Marilyn's ability to make it happen.

Contemporary Hits

Pick

Amy Grant, "Every Heartbeat" (Myrrh)



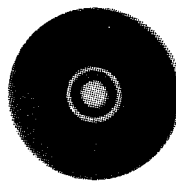
Myrrh has decided to make the most of Grant's mainstream popularity by joining A&M records in simultaneous release of this fun summer pop song. Grant shares co-writing talents with Wayne Kirkpatrick and Charlie Peacock. Myrrh has serviced the LP version, while A&M has released four different re-mixes of the song.

BeBe & CeCe Winans, "Addictive Love" (Sparrow)



This single CD is longer than most albums with eight—count 'em—different cuts to choose from—making this a sure multi-format hit. Producer Keith Thomas has crafted another winner here and BeBe & CeCe have never sounded smoother in this R&B ballad.

Liaison, "Free Will" (Frontline)



Beginning with a light salsa rhythmic feel, Liaison mixes up an uplifting, contemporary anthem with some pretty hot pop vocal and instrumental arrangements—sure to pull on those listener's emotional heartstrings. Dual format potential although AC radio (which heavily supported hit "Go & Sin No More") may have a problem with the guitar interlude.

Noteworthy

Nicole, "Don't Let Me Go" (Frontline)

Long-awaited "Bubbles" finally hits the airwaves after much anticipation and a name change. Nicole hits the chart with this techno dance/pop groove that finds its success in killer vocals, bright keys, and the background contributions of the Dallas Knightlight gang. Somewhere between Pebbles, Oleta Adams, and Tara Kemp, this newcomer to Christian music would be hard-pressed to find an equal in Christian music.

Inspirational

Noteworthy

Lenny LeBlanc with Kelly Willard, "Pure in Heart" (Hosanna! Music)

LeBlanc and Willard make a fine pair in this light calypso tune, highlighted by LeBlanc's guitar. Bright vocals and arrangement make this an uplifting hymn of praise.

Ron David Moore, "I Give You My Word" (Warner Alliance)

Moore's second single is an anthem against loneliness and suicide. Flavors of country filter through Moore's warm, solid vocals which are reminiscent of Bruce Carroll and Paul Overstreet.

Rock

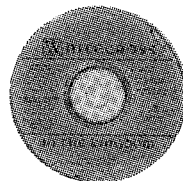
Picks

David Mullen, "Water Into Wine" (Myrrh)



Rock radio's favorite son returns home with a Memphis blues song of redemption and forgiveness. 1990 GMA New Artist of the Year's hardworking brand of rock 'n' roll has a bit more polish and production than the *Revival* days but it's Mullen through and through.

Whitecross, "No Second Chances" (Star Song)



A weightier rock sound than much of the chart's recent pop rock offerings, Whitecross' first single in two years is a mixture of guitar, Scott Wenzel's screeching vocals, theatrical bgv and interesting lyrics.

Metal

Pick

One Bad Pig, "Man In Black" (Myrrh)



Nope, this is not an incredible simulation, but is actually Johnny Cash joining the Pigsters on the classic. Sure you've heard it before, but trust me, nothing compares with Womack's squealings or Cash's reading on this autobiographical tune.

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

Appointment

—David Pierce, afternoon personality at **KLTY/Dallas** and host of the syndicated program "The Music to Live By Magazine," to morning drive duties at **KLVR/Santa Rosa, CA**.

Promotions

—**WJRX/Chattanooga, TN** staff changes: **John Fields** assumes operations manager duties; **Ginger Sattler** to MD; and **Bert Sumner** moves from overnights to promotions director.

—**Stan Watts**, midday man, moves to PD at **WBSN/New Orleans, LA**. **Wayne Michaels** moves from evenings to morning drive.

Departure

—**Hugh Roland**, PD/morning drive at **WBSN/New Orleans, LA** to attend Regent University.



Kelly Nelson Thompson was a featured guest on Moody Broadcasting's "Prime Time America," which airs in 90 markets across the country. Pictured during a break at the Chicago studio are Thompson (right) and Pamela Felske, co-host of "Prime Time America"

Employment Opportunity

—**WEMI/Appleton, WI**—Oshkosh, Green Bay market has an opening for afternoon drive personality. Automation and news experience helpful. Send T&R to: **Paul Cameron**, 1909 West Second Street, Appleton, WI 54914. EOE.

—Station management opportunity at **KSLT/Spearfish, SD**, a contemporary Christian music format, non-profit station, supported by advertising and donations. Send resume, references, and salary requirements to: Mark Pluimer, KSLT Radio, P.O. Box 845, Spearfish, SD 57783. EOE.



WBRG/Lynchburg, VA gave away over \$2,000 in music and prizes in a huge station giveaway promotion. Pictured are Amy Marston, the grand prize winner; and Eric Powers, music director of WBRG.

Seeking Opportunity

—Eleven-year AC veteran seeks Christian CHR/AC employment. **Bob Gardiner**: 414/734-1985.

Service Request

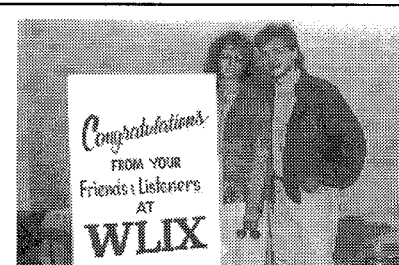
—Tentatively titled **WNLT/Fairfield, OH**, a 24-hour AC station seeks service. WNLT: att: **Daryl Pierce**, music director,

8686 Michael Lane, Fairfield, OH 45014. 513/829-7700.

Births

—To **A.J. Willoughby**, music director of **KCNW/Kansas City, KS** and his wife Sherri, a boy, **Tyler Logan**, June 8.

—To **Wally Decker**, music director of **WBFJ/Winston-Salem, NC** and his wife Diane, a son, **Tyler Andrew**, June 5.



Over 200 WLIX/Long Island, NY listeners signed a giant note of congratulations to Sparrow artist **Steven Curtis Chapman** and his wife, **Mary Beth** on the birth of their son, **Will Franklin**. Shown standing in Sparrow's office is **Mary Beth** with **Steve**.

Upcoming Releases

July/August

Apocalypse, Holiness or Hell (Frontline)
Inez Andrews, *Untitled* (Word)
Angelica, *Rock, Stone and Barrel* (Intense)
Helen Baylor, *Untitled* (DaySpring)
Jodi Benson, *Songs From the Beginner's Bible* (Sparrow)
Bride, *Expressions of Faith* (Pure Metal)
Cauzin' Effects, *Listen to His Voice* (Ocean/Grrr)
Crash Dog, *Humane Society* (Ocean/Grrr)
Christ Church Choir, *Let the Church Rise* (Star Song)
Deliverance, *What a Joke* (Intense)
Olanda Draper, *Above & Beyond* (Word)
Phil Driscoll, *Classic Hymns II* (Word)
Linda Elias, *The Meaning of Love* (Wonderland)
Rick Elias, *Ten Stories* (Frontline)
Gaither Vocal Band, *Homecoming* (Star Song)
Guardian, *Fire & Love* (Pakadern)
Living Sacrifice, *Untitled* (R.E.X.)
Marilyn McCoo, *The Me Nobody Knows* (Warner Alliance)
M.C. GeGee, *... And Now the Mission Continues* (Frontline)
M.C. R.G., *Think* (Frontline)
Mike E & The G-Rap Crew, *Untitled* (Reunion)

Julie Miller, *He Walks Through Walls* (Myrrh)
Mortification, *Untitled* (Intense)
Newsboys, *Boys Will Be Boyz* (Star Song)
Nu Vision, *Forever Mine* (Word)
Sandi Pattl, *Open for Business* (Everland)
Petra, *Petrified! The Very Best of Petra* (Star Song)
Leslie Phillips, (CD reissue) *Beyond Saturday Night* (Myrrh)
Leslie Phillips, (Cd reissue) *Dancing With Danger* (Myrrh)
REZ, *Civil Rights* (Ocean/Grrr)
Rite Choice, *Make the Right Choice* (Fixit)
Second Chapter of Acts, (CD reissue) *Mansion Builder* (Sparrow)
Second Chapter of Acts, (CD reissue) *Night Light* (Sparrow)
Second Chapter of Acts, (CD reissue) *Communion I-IV* (Sparrow)
Take 6, *He Is Christmas* (Warner Alliance)
True 4 U, *We Are Here* (Myrrh)
Various, *Crown Him* (Hosanna! Music)
Various, *Perfect Peace* (Interludes)
Various, *Sanctuary Praise* (Intense)
the violet burning, *Strength* (New Breed)
Washington, *Untitled* (Frontline)
Whitecross, *In the Kingdom* (Star Song)
Daniel Winans, *My Point of View* (Tribute)
Xalt, *History* (Pure Metal)

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
4 3 • 1	A LOVE CALLING White Heart/Star Song * M. Gersmehl, B. Smiley, M. Neimer (Ariose/ Brit-N-Bren/Word-ASCAP)	73.02	90.48
6 1 2	NO BETTER PLACE Steven Curtis Chapman/Sparrow * Steven Curtis Chapman, Phil Naish (Sparrow Song/Careers/Greg Nelson/BMG-BMI)	72.71	80.95
4 6 • 3	HOW LONG WILL BE TOO LONG Michael W. Smith/Reunion * Wayne Kirkpatrick, Amy Grant, Michael W. Smith (O'Ryan/Age to Age-ASCAP; Emily Boothe-BMI)	69.82	80.95
8 4 4	LOVE COME DOWN Jon Gibson/Frontline * Jon Gibson (Reacher's/Broken-ASCAP)	64.83	76.19
4 9 • 5	THE BOTTOM LINE Angie Alan/Frontline * Angie Alan, Tim Miner, David Ensberger (Carlotta/Love Jones/My Dog Baxter-BMI)	58.15	80.95
4 10 • 6	COME BACK Katina Boyz/Arcade * Samuel Katina, Joseph Katina, John Katina, James Katina, Jesse Katina, Roby Duke (Maranathal Music/Dunamis- ASCAP)	56.95	71.43
10 2 7	POWER OF THE LORD Rick Cua/Reunion * Jerry Lynn Williams (Red Brazos/Urge/Careers- BMI)	55.29	66.67
4 11 • 8	THE SAME GOD Carman, Commissioned, & The Christ Church Choir/Benson * Geoff Thurman, Wayne Berry (Meadowgreen-ASCAP; River Oaks-BMI)	49.98	57.14
2 17 • 9	FREE WILL Liaison/Frontline * Lary Melby, Tim Melby (Broken-ASCAP)	46.18	66.67
2 19 • 10	I WILL STAND BY YOU Rachel Rachel/DaySpring * Sue Sheridan, Cheryl Jewel, Matthew Christianson (Word-ASCAP; Crazy Elights/Lorimar-BMI)	45.43	61.90
14 5 11	THIS FIRE Edin Adahl/Alarma * Simon Adahl, Bertil Edin (Broken-ASCAP)	43.78	47.62
4 16 • 12	LOOK ME IN THE EYE Margaret Becker/Sparrow * Margaret Becker, Charlie Peacock (Sparrow/Andi Beat Goes On-BMI; His Eye-SESAC)	42.10	57.14
4 12 13	ALMIGHTY Wayne Watson/DaySpring * Wayne Watson (Word/Material-ASCAP)	40.45	47.62
4 8 14	NOTHING BUT LOVE Twila Paris/Star Song * Twila Paris (Ariose/Mountain Spring-ASCAP)	37.55	52.38
4 14 15	NEVER SAY GOODBYE Guardian/Pakaderm * J. Rowe, D. Bach, T. Palacios, J. Elefante (Benefante-BMI)	34.70	38.10
6 7 16	STAR ONE Fighter/Wonderland * Sean Murphy, Amy Wolter (Big Rage-BMI)	34.69	42.86
2 21 • 17	AGAINST THE NIGHT DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)	32.21	57.14
— — • 18	ADDICTIVE LOVE BeBe & CeCe Winans/Sparrow * Keith Thomas, Benjamin Winans, CeCe Winans (Yellow Elephant/Sony Tunes-ASCAP; EMI Blackwood/ Benny's/Pooky's-BMI)	31.77	52.38
— — • 19	THIS IS WHERE Trace Balin/DaySpring * Patsy Moore, John Mandeville (Word-ASCAP)	31.34	52.38
2 26 • 20	WHOLEHEARTED Newsong/DaySpring * Eddie Carswell, Oliver Wells, Lynn Keesecker (Word/Wello-ASCAP; Dayspring/Causing Change-BMI)	29.70	8.10
2 24 • 21	WASH ME IN THE RAIN AGAIN Brighton/Pakaderm * David Brighton (Word-ASCAP)	29.70	38.10
4 15 22	MAKE UP YOUR MIND Billy and Sarah Gaines/Benson * Billy Gaines (LCS/Pamela Kay- ASCAP)	29.68	42.86
2 27 • 23	SOME KIND OF WONDERFUL Mark Farner/Frontline * J. Ellison (Dandelion-BMI)	28.88	52.38
2 23 24	SHOCK 2 U Heather & Kirsten/Arcade * Eric Persing, Kirsten Ostrom, Carolee Mayne Ostrom, Roby Duke (Maranathal/Dunamis-ASCAP)	22.71	33.33
— — • 25	THE REST OF MY LIFE David Meece/Star Song * David Meece, Michael Hudson (Meece/ Ariose-ASCAP)	19.38	28.57
10 22 26	THIS SIDE OF HEAVEN Phil Keaggy/Myrrh * Phil Keaggy (Sebastian/Word-ASCAP)	18.61	28.57
— — • 27	A MAN YOU WOULD WRITE ABOUT 4 Him/Benson * Billy Simon (River Oaks/Locally Owned-BMI)	18.60	28.57
12 13 28	HE IS MESSIAH Lamb/Messianic * Joel Chernoff (Messianic-ASCAP)	18.18	14.29
— — • 29	SINCE I FOUND YOU Matthew Ward/Live Oak * Matthew Ward, Gary Leach (Megan's College Fund-ASCAP)	18.18	19.05
— — • 30	BLESSED ARE THE TEARS Bryan Duncan/Myrrh * Bryan Duncan (Fanatic/Word-ASCAP)		

MOST ADDS:

1. ADDICTIVE LOVE, BeBe & CeCe Winans (11)
2. IN HIS HANDS, Whitecross (7)
3. THIS IS WHERE, Trace Balin (4)
4. THIS IS THE LIFE, E.T.W. (4)
5. THE SAME GOD, Carman, Commissioned, & The Christ Church Choir (4)
6. EVERY HEARTBEAT, Amy Grant (4)

Reporting Stations: KZZD, KJIA, KLIQ, KLRD, KLYT, KOKF, KRDS, KTFA, WAEC, WAYJ, WBRG, WCLQ, WGCA, WGSJ, WJTL, WLAB, WNOW, WRDZ, WVLI, KCFA.

Reporting Power Station: KYMS.

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

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.) "Bulle" 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
4 3	• 1	URGENCY Liaison/Frontline * Lary Melby, Tim Melby (Broken-ASCAP)	73.48	85.71
6 1	2	POWER OF LOVE Guardian/Pakaderm * T. Palacios, J. Rowe, D. Bach, J. Elefante (Benefante-BMI)	66.16	71.43
8 2	3	DIAMOND GIRL Rick Cua/Reunion * Rick Cua, Bob Halligan, John Elefante (Edward Grant-ASCAP; Opperockity Tunes-BMI)	65.80	71.43
6 4	• 4	LOOK ME IN THE EYE Fighter/Wonderland * Amy Wolter (Big Rage-BMI)	65.00	78.57
4 8	• 5	INDEPENDENCE DAY White Heart/Star Song * M. Gersmehl, B. Smiley, R. Florian (Ariose/Brit-N-Bren/Word-ASCAP)	59.11	71.43
4 13	• 6	ON ANY SUNDAY Brighton/Pakaderm * David Brighton (Word-ASCAP)	55.98	71.43
6 6	• 7	ABOUT LOVE The Choir/Myrrh * D. Daugherty, S. Hindalong (Never Say Never/Word-ASCAP)	51.88	57.14
4 10	• 8	YOU WALKED IN THE ROOM Seventy Sevens/Broken * 77's (Fools of the World-ASCAP)	47.50	60.71
14 5	9	I AM ON THE ROCK Petra/DaySpring * Bob Hartman, John Elefante (Uncle Pitts-BMI; Petsong-SESAC)	44.29	53.57
12 7	10	GIVE ME LOVE Novella/Star Song * Jonathan Pagano (Ariose/Strange Feeling Tunes-ASCAP)	40.63	50.00
6 12	• 11	ROCKIN' HORSE Jet Circus/Wonderland * Gomer/Haw (Big Rage-BMI)	40.27	50.00
2 20	• 12	THE WORD IS LOVE Rick Elias and The Confessions/Frontline * Rick Elias, Craig Kramps (Carlotta/Phosphene/Chiggaion-BMI)	34.46	46.43
— —	• 13	SOME KIND OF WONDERFUL Mark Farner/Frontline * J. Ellison (Dandelion-BMI)	28.66	42.86
18 15	14	RUN TO THE WATER Mastodon/Pakaderm * John Elefante, Dino Elefante (Benefante-BMI)	28.57	35.71
10 9	15	I WAIT FOR YOU Vector/gaga * S. Griffith (Steven Michael Griffith-ASCAP)	28.57	35.71
2 21	• 16	TEN THOUSAND MILES Newsboys/Star Song * Newsboys (Shepherd's Fold-BMI)	26.34	35.71
— —	• 17	STRAIGHT BETWEEN THE EYES Ken Tamplin and Friends/Intense * Ken Tamplin, Scott Van Zen (Ken Tamplin/Broken Songs/Van Zen-ASCAP)	25.27	35.71
12 14	18	VIOLENT BLUE Chagall Guevara/MCA * L. Nichols, S. Taylor, D.H. Perkins (MCA-ASCAP)	23.84	32.14
— —	• 19	ULTIMATE RULER DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)	21.79	35.71
2 24	• 20	MIRACLE L.S.U./Blonde Vinyl * Michael Knott (TTONK-ASCAP)	21.61	32.14
2 25	• 21	HOLDING FAST David Zaffiro/Intense * David Zaffiro, Charles Meseroles, Paula Prince (Broken Songs-ASCAP)	21.52	28.57
10 17	22	TAKE ME TO THE RIVER Allies/DaySpring * Randy Thomas, Bob Carlisle (Word/Carlisle and Thomasongs-ASCAP)	21.34	28.57
— —	• 23	CITY OF ANGER Mad at the World/Alarma * Roger Rose (Broken-ASCAP)	21.34	28.57
14 16	24	HEAVEN Mylon & Broken Heart/Star Song * Scott Allen, Trent Argante, Joe Hardy, Ben Hewitt, Mylon LeFevre (Angel Band-BMI)	19.55	25.00
8 18	25	ONE BRAND OF TRUTH Geoff Moore and The Distance/ForeFront * Geoff Moore, Roscoe Meek, Greg Herrington (Starstruck-ASCAP; Up In The Mix-BMI)	19.20	25.00

Reporting stations & shows: Reality Rock, KCLC (Crossroads), KLIQ, KCMS (Club 105), KZZD (K-JAM), KLIQ, KMOD-A (Morning Sonlight), KMOD-B (Sonlight), KOKF (Power Rock), WAYJ (The Way), WBJB (His Song), WBRG, WBRH (Real Life Radio), WCIE (Living Water), WCIL (Jesus Solid Rock), WCLQ (89-Q), WCWP, WFEL (Honest to God), WGSJ (Power Supply), WKLO (Wake Up Call), WJIS (LightForce), WNNN (Star Rock), WPIT (Saturday Night Light), WTSJ (Honest to God Rock), WVBC, WVEV, WXTQ (Sunday Offering), KCFA (Solid Rock).

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

THE CCM UPDATE INSPIRATIONAL

WOLW	TW	TITLE	PTS.	%ON
2 1	• 1	FOR ALL THE WORLD Sandi Patti/Word * Greg Nelson, Bob Farrell (Summerdawn-ASCAP; Dayspring/Gentle Ben-BMI)	95.99	100.00
4 3	• 2	MY FATHER'S SONG Ray Boltz/Diadem * Ray Boltz (Shepherd Boy-ASCAP)	78.13	88.00
4 6	• 3	HE'S ALL THE HERO I NEED Babbie Mason/Word * Babbie Mason, Mark Fox (Word-ASCAP)	67.18	88.00
2 8	• 4	ALMIGHTY Wayne Watson/DaySpring * Wayne Watson (Word/Material-ASCAP)	65.73	76.00
1 17	• 5	ALL ACROSS THE SKY Steve Green/Sparrow * John Mohr, Michael W. Smith (Feed & Seed/O'Ryan-ASCAP)	65.68	100.00
2 9	• 6	NO ONE KNOWS MY HEART Susan Ashton/Sparrow * Susan Ashton, Billy Sprague, Wayne Kirkpatrick (Birdwing/Skin Horse-ASCAP; Emily Boothe-BMI)	63.59	72.00
4 10	• 7	THERE IS HOPE Glad/Benson * Bob Kauflin (Organon Key/Lifesong-BMI)	61.73	72.00
6 4	8	OPEN DOOR Larnelle Harris/Benson * Michael Puryear, Dwight Liles (Ariose-ASCAP; New Wings/Final Four-BMI)	53.44	64.00
4 12	• 9	LIVING IN THE PAGES Bruce Carroll/Word * Dave Clark, Bruce Carroll (Word/John T. Benson-ASCAP)	52.67	60.00
2 14	• 10	WHOLEHEARTED Newsong/DaySpring * Eddie Carswell, Oliver Wells, Lynn Keeseecker (Word/Wello-ASCAP; Dayspring/Causing Change-BMI)	51.59	60.00
2 16	• 11	UNDER THE SUN Michael Card/Sparrow * Michael Card, Phil Naish (Birdwing/Davaub-ASCAP)	51.18	68.00
1 19	• 12	I LOVE YOU LORD The Archers/Reunion * Becky Thurman, Geoff Thurman (Meadowgreen-ASCAP)	50.78	72.00
2 15	• 13	I DON'T BELONG Buddy Greene/Word * Buddy Greene, Gloria Gaither (Rufus/SpiritQuest/Gaither-ASCAP)	49.71	72.00
4 5	14	BEYOND THE OPEN DOOR Gaither Vocal Band/Star Song * S. Craig (Ariose-ASCAP)	49.06	56.00
8 2	15	BE THE ONE Al Denson/Benson * Al Denson, Don Koch, Dave Clark (Paragon/John T. Benson/First Verse-ASCAP)	47.57	68.00
2 18	• 16	THE SAME GOD Carman, Commissioned, & The Christ Church Choir/Benson * Geoff Thurman, Wayne Berry (Meadowgreen-ASCAP; River Oaks-BMI)	46.13	52.00
1 23	• 17	THE LORD WHO LOVES US ALL Scott Wesley Brown/Word * Scott Wesley Brown (LCS/Pamela Kay-ASCAP)	45.70	72.00
1 22	• 18	THERE IS HOPE Mark Lowry/Word * Mark Lowry, Bruce Carroll (Word-ASCAP)	42.48	72.00
8 11	19	THE KEEPER Geoff Moore and The Distance/ForeFront * Geoff Moore, Steven Curtis Chapman (Starstruck/New Wings/Greg Nelson/Sparrow Song/Up In The Mix-ASCAP)	34.52	44.00
6 7	20	I'LL PREPARE A PLACE FOR YOU Faithful Heart/Maranathal * Bill Batstone, Rita Baloché (Maranathal-ASCAP)	34.13	44.00
— —	• 21	A MAN YOU WOULD WRITE ABOUT 4 Him/Benson * Billy Simon (River Oaks/Locally Owned-BMI)	31.56	56.00
— —	• 22	I THANK GOD FOR YOU (KAREN'S SONG) Don Francisco/Star Song * Don Francisco (Brother of the Sun/Ariose-ASCAP)	29.02	56.00
8 13	23	WHEN YOU ARE A SOLDIER Steven Curtis Chapman/Sparrow * Steven Curtis Chapman (Starstruck/Up In The Mix-ASCAP; Sparrow Song/Careers/Greg Nelson-BMI)	27.58	40.00
— —	• 24	BLESSED ARE THE TEARS Bryan Duncan/Myrrh * Bryan Duncan (Fanatic/Word-ASCAP)	24.75	40.00
— —	• 25	PURE IN HEART Lenny LeBlanc w/Kelly Willard/Hosanna! Music * Don Harris (Integrity's Hosanna!-ASCAP)	21.80	48.00

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

THE CCM UPDATE METAL

WOLW	TW	TITLE	PTS.	%ON
8	1	• 1 SAME OL' SINNER Bride/Pure Metal * Dale Thompson, Troy Thompson (Dawn Trader-SESAC)	92.00	100.00
6	2	• 2 BREAK THIS JAIL Jet Circus/Wonderland * Ez Gomer, Terry Haw (Big Rage-BMI)	78.50	86.67
2	13	• 3 SLAY THE WICKED Deliverance/Intense * Ochoa (Carlotta-BMI)	67.67	86.67
8	5	• 4 POWER OF LOVE Guardian/Pakaderm * T. Palacios, J. Rowe, D. Bach, J. Elefante (Benefante-BMI)	66.67	3.33
10	4	5 STOP THE MADNESS Believer/R.E.X * K. Bauchman, J. Daub, D. Baddorf, W. Robertson (Jambox-ASCAP)	55.83	66.67
4	12	• 6 TIME & TIME AGAIN Angelica/Intense * Dennis Cameron (Broken-ASCAP)	53.00	66.67
8	8	7 DEVASTATING DAYDREAM Seraiah/Pure Metal * Seraiah (Ariose-ASCAP)	50.67	60.00
12	3	8 GIVE ME LOVE Novella/Star Song * Jonathan Pagano (Ariose/Strange Feeling Tunes-ASCAP)	50.17	60.00
—	—	• 9 SOMNAMBULISM Tourniquet/Intense * Ted Kirkpatrick (Broken-ASCAP)	49.50	66.67
10	6	10 WEAR IT OUT Crystavox/Regency * Adam Kemp, Loren Holmquist (Voxrox-ASCAP)	49.33	60.00
8	9	• 11 TORMENTED FOREVER Seventh Angel/Pure Metal * Ian Arkley (Ariose-ASCAP)	49.33	60.00
2	20	• 12 LITTLE SECRETS Sacred Warrior/Intense * Rick Marcias, Ray Parra, Tony Velazquez, Steve Watkins, Bruce Swift (Broken Songs-ASCAP)	49.33	66.67
8	7	13 POINT OF NO RETURN Detritus/White Metal * Detritus (Edge-ASCAP)	45.83	53.33
6	10	• 14 NEO-NEO Jeff Scheetz/Re-Flexx * Jeff Scheetz (Scheetz-BMI)	41.17	53.33
4	17	• 15 STRAIGHT BETWEEN THE EYES Ken Tamplin and Friends/Intense * Ken Tamplin, Scott Van Zen (Ken Tamplin/Broken Songs/Van Zen-ASCAP)	40.50	53.33
14	11	16 MY GOD Audio Adrenaline/Ranger * Bob Herdman, Barry Blair (Ranger-ASCAP)	30.67	46.67
6	16	• 17 LOOK ME IN THE EYE Fighter/Wonderland * Amy Wolter (Big Rage-BMI)	30.00	40.00
—	—	• 18 CITY OF ANGER Mad at the World/Alarma * Roger Rose (Broken-ASCAP)	28.33	40.00
—	—	• 19 RE-REACTIONARY Fluffy/Blonde Vinyl * Fluffy (journey to the center of your spleen/ttonk-ASCAP)	23.17	33.33
20	15	20 23 Deliverance/Frontline * Jimmy P. Brown II, George Ochoa (Broken-ASCAP; Carlotta-BMI)	21.83	33.33

MOST PLAYED ALBUMS

1. FIRE AND ICE, Guardian (Pakaderm)
2. SANITY OBSCURE, Believer (R.E.X)
3. WEAPONS OF OUR WARFARE, Deliverance (Intense)
4. WALKING IN FAITH, Angelica (Intense)
5. ONE BIG SKY, Novella (Star Song)

Reporting stations: Midnight Metal Thunder, KCFA (Rock of Faith), KCLC, KZZD, KOKF, KWJC, KZOK (Eternal Rock), WAYJ (Tempered Steel), WBJB, WCLQ (Late Night Q), WCVO, WFEL (Master Metal Show), WTCC (The Detour), WTSJ, WVCP (Stainless Steel).

The following station did not report and its playlist was frozen: WVVX

THE CCM UPDATE VIDEO SALES

MO	LM	TM	TITLE, Artist/Label (Distributor)
1	6	1	OUT OF MY MIND , Mike Warnke/Word (Word)
4	2	2	REVIVAL IN THE LAND , Carman/Benson (Benson)
7	5	3	BEYOND BELIEF , Petra/DaySpring (Word)
3	4	4	SMOKY MOUNTAIN HYMNS , Various/Brentwood (Brentwood)
—	—	5	HANDEL'S YOUNG MESSIAH , Various/Word (Word)
4	*	6	RETURN , The Winans/Warner Alliance (Sparrow)
11	*	7	MAKE HIS PRAISE GLORIOUS , Sandi Patti/Word (Word)
30	2	8	LIVE... RADICALLY SAVED , Carman/Benson (Benson)
3	1	9	SMOKY MOUNTAIN HYMNS 2 , Various/Brentwood (Brentwood)
—	—	10	PERFECT PEACE , Maranatha! Music and The Moody Bible Institute/Maranatha! Music (Benson)

Chartwatch

Albums

Amy Grant's golden *Heart in Motion* stays on top for yet another month. Carman and his cohorts are scorching the charts with their debut at #3 with *Shakin' the House*—a live recording of Carman, Commissioned and The Christ Church Choir. Comic relief is close behind with Mike Warnke's latest effort *Out of My Mind*. As a matter of fact there are lots and lots of debuts this week—Glad, Steve Green, and DaySpring's female rock band, Rachel Rachel all score in the top 25.

Adult Contemporary

Steven Curtis Chapman does it again with yet another #1 single from *For the Sake of the Call*—edging out Wayne Watson's short stay at #1.

Big movement in the top the top ten this week with Smitty, Susan Ashton, and Margaret Becker showing some impressive momentum.

Strong debuts from BeBe & CeCe, DeGarmo & Key, and Rachel Rachel in the bottom half of our chart.

Contemporary Hits

White Heart scores a #1 with its *Power House*—"A Love Calling." Check out the big movement into the top ten from Rachel Rachel—#19—#10—and Liaison—#19—#9. BeBe & CeCe Winan's first single from its like-titled album "Addictive Love" debuts at #18. Trace Balin is right behind with the smoky "This Is Where."

Inspirational

With one hundred percent of reporters reporting, it doesn't look like Ms. Patti will be budged from her #1 spot. Look out for Steve Green as he moves a big #12 to #5.

Debuts from 4 Him, and Don Francisco's ballad to his wife; Bryan Duncan and Lenny LeBlanc duet with Kelly Willard.

Rock

Talk about "Urgency..." With only four weeks on the chart, Liaison's first arena rock single blasts to #1. Not much movement in the top ten, but there's a lot bubbling under with debuts from Mark Farner and his Grand Funk cover; Ken Tamplin; and D&K.

Metal

Deliverance in a short two weeks earns the #3 slot and Tourniquet's searing "Somnambulism"—that's kind of like sleepwalking—debuts at #9. Also debuts from the new Blonde Vinyl group Fluffy, whose music is anything but, and Mad at the World.

ADULT CONTEMPORARY

WO	LW	TW	TITLE	PTS.	%ON			
6	2	• 1	NO BETTER PLACE Steven Curtis Chapman/Sparrow * Steven Curtis Chapman, Phil Naish (Sparrow Song/Careers/Greg Nelson/BMG-BMI)	89.94	97.92	—	—	• 26 ADDICTIVE LOVE 24.60 43.75 BeBe & CeCe Winans/Sparrow * Keith Thomas, Benjamin Winans, CeCe Winans (Yellow Elephant/Sony Tunes-ASCAP; EMI Blackwood/Benny's/Pooky's-BMI)
8	1	• 2	ALMIGHTY Wayne Watson/DaySpring * Wayne Watson (Word/Material-ASCAP)	88.67	95.83	10	22	27 REUNION OF THE HEART 24.58 35.42 Phil and John/DaySpring * Maldwyn Pope (Peer International-ASCAP)
6	6	• 3	WHOLEHEARTED Newsong/DaySpring * Eddie Carswell, Oliver Wells, Lynn Keesecker (Word/Wello-ASCAP; Dayspring/Causing Change-BMI)	79.41	93.75	16	15	28 JESUS ANSWERS 20.97 25.00 Michele Wagner/Benson * Michele Wagner, Dwight Liles (Paragon/Ariose-ASCAP)
4	8	• 4	NOTHING BUT LOVE Twila Paris/Star Song * Twila Paris (Ariose/Mountain Spring-ASCAP)	74.70	89.58	—	—	• 29 AGAINST THE NIGHT 20.82 39.58 DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)
4	14	• 5	HOW LONG WILL BE TOO LONG Michael W. Smith/Reunion * Wayne Kirkpatrick, Amy Grant, Michael W. Smith (O'Ryan/Age to Age-ASCAP; Emily Boothe-BMI)	73.44	87.50	2	40	• 30 GOING HOME 19.10 37.50 Mylon & Broken Heart/Star Song * S. Allen, J. Hardy, B. Hewitt, M. LeFevre (Angel Band-BMI)
8	5	• 6	LIVING IN THE PAGES Bruce Carroll/Word * Dave Clark, Bruce Carroll (Word/John T. Benson-ASCAP)	72.97	89.58	—	—	• 31 I WILL STAND BY YOU 16.46 31.25 Rachel Rachel/DaySpring * Sue Sheridan, Cheryl Jewel, Matthew Christianson (Word-ASCAP; Crazy Eights/Lorimar-BMI)
4	9	• 7	FOR ALL THE WORLD Sandi Patti/Word * Greg Nelson, Bob Farrell (Summerdawn-ASCAP; Dayspring/Gentle Ben-BMI)	71.99	91.67	—	—	• 32 WITHOUT YOU 16.25 22.92 Mark Farner/Frontline * Lisa Hudson, Brent Woody (Righteous Rock-BMI)
6	10	• 8	THE SAME GOD Carman, Commissioned, & The Christ Church Choir/Benson * Geoff Thurman, Wayne Berry (Meadowgreen-ASCAP; River Oaks-BMI)	69.54	79.17	—	—	• 33 LOVE COME DOWN 15.49 25.00 Jon Gibson/Frontline * Jon Gibson (Reacher's/Broken-ASCAP)
4	18	• 9	NO ONE KNOWS MY HEART Susan Ashton/Sparrow * Susan Ashton, Billy Sprague, Wayne Kirkpatrick (Birdwing/Skin Horse-ASCAP; Emily Boothe-BMI)	61.19	81.25	4	36	34 THE BEST THING THAT EVER HAPPENED TO ME 14.25 18.75 Ray Boltz/Diadem * Jim Weatherly (Shepherd Boy/Sonshippers-ASCAP)
4	21	• 10	LOOK ME IN THE EYE Margaret Becker/Sparrow * Margaret Becker, Charlie Peacock (Sparrow/Andi Beat Goes On-BMI; His Eye-SESAC)	58.99	79.17	—	—	• 35 ALL ACROSS THE SKY 13.76 29.17 Steve Green/Sparrow * John Mohr, Michael W. Smith (Feed & Seed/O'Ryan-ASCAP)
12	3	• 11	THE HEARTLAND Rob Frazier/Urgent * Rob Frazier, Pam Mark Hall (234/Lifesong Music Press-BMI)	52.97	60.42	8	29	36 ALL FOR YOU 13.32 22.92 Kim Boyce/Myrrh * Tim Miner, Kim Boyce, Cindy Cruse, Gary Lee Koreiba (Tim Miner/Word/Pretty Mondo Stuff/Koreiba-ASCAP)
6	16	• 12	SOMEWHERE TONIGHT Rick Cua/Reunion * Rick Cua, Phil Madeira (Edward Grant/Reunion/Little Dude-ASCAP)	49.80	64.58	—	—	• 37 MAKE UP YOUR MIND 13.01 27.08 Billy and Sarah Gaines/Benson * Billy Gaines (LCS/Pamela Kay-ASCAP)
2	23	• 13	I LOVE YOU LORD The Archers/Reunion * Becky Thurman, Geoff Thurman (Meadowgreen-ASCAP)	49.28	72.92	—	—	• 38 LOVE WILL FIND YOU 12.21 22.92 Kelly Willard/Asaph * Julie Miller (Word-ASCAP)
6	19	• 14	UNDER THE SUN Michael Card/Sparrow * Michael Card, Phil Naish (Birdwing/Davaub-ASCAP)	44.27	66.67	14	27	39 BE THE ONE 12.05 18.75 Al Denson/Benson * Al Denson, Don Koch, Dave Clark (Paragon/John T. Benson/First Verse-ASCAP)
12	4	• 15	FORGIVEN First Call/Myrrh * Michael Omartian, Bruce Hibbard, Hadley Hockensmith (Word-ASCAP)	43.04	52.08	2	39	40 BREATH OF GOD 11.88 20.83 Randy Stonehill/Myrrh * Randy Stonehill (Stonehillian/Word-ASCAP)
12	7	• 16	BLESSED ARE THE TEARS Bryan Duncan/Myrrh * Bryan Duncan (Fanatic/Word-ASCAP)	41.66	54.17	MOST ADDS: 1. ADDICTIVE LOVE, BeBe & CeCe Winans (25) 2. LOOK ME IN THE EYE, Margaret Becker (14) 3. THIS IS WHERE, Tracie Balin (13) 4. I LOVE YOU LORD, The Archers (12) 5. A MAN YOU WOULD WRITE ABOUT, 4 Him (11) 6. ALL ACROSS THE SKY, Steve Green (11) 7. LOVE MAKES ALL THE DIFFERENCE, Michele Pillar (10) 8. HOW LONG WILL BE TOO LONG, Michael W. Smith (10) 9. AGAINST THE NIGHT, DeGarmo & Key (10) 10. NO ONE KNOWS MY HEART, Susan Ashton (8) 11. GOING HOME, Mylon & Broken Heart (8) 12. A LOVE CALLING, White Heart (8)		
4	25	• 17	A LOVE CALLING White Heart/Star Song * M. Gershmehl, B. Smiley, M. Nemer (Ariose/Brit-N-Bren/Word-ASCAP)	40.37	64.58			
4	24	• 18	THE REST OF MY LIFE David Meece/Star Song * David Meece, Michael Hudson (Meece/Ariose-ASCAP)	38.34	66.67			
2	30	• 19	A MAN YOU WOULD WRITE ABOUT 4 Him/Benson * Billy Simon (River Oaks/Locally Owned-BMI)	38.19	58.33			
8	17	• 20	WHEN I DIDN'T HAVE A PRAYER (I HAD YOU) Ron David Moore/Warner Alliance * Ron David Moore, Billy Henderson (Gehl-ASCAP; Pier Five-BMI)	35.05	50.00			
10	12	• 21	UNTIL NOW Patty Cabrera/DaySpring * Phil Sillas, Judy Reno, Robin Neary (Word-ASCAP; Robin Red Breast-BMI)	34.29	45.83			
12	11	• 22	THE KEEPER Geoff Moore and The Distance/ForeFront * Geoff Moore, Steven Curtis Chapman (Starstruck/New Wings/Greg Nelson/Sparrow Song/Up In The Mix-ASCAP)	33.79	43.75			
6	28	• 23	ALL I NEED Deniece Williams/Sparrow * Monte Moir (Monte Moir-ASCAP)	29.40	45.83			
2	38	• 24	THIS IS WHERE Trace Balin/DaySpring * Patsy Moore, John Mandeville (Word-ASCAP)	26.27	58.33			
10	13	• 25	UNDER A MOONLIT NIGHT Paul Smith/Star Song * Chris Eaton (Clouseau-ASCAP)	25.68	33.33			

Reporting Stations: KBBX, KCNW, KDAR, KKLO, KLVR, KNIS, KNLE, KOBC, KSLR, KSLT, KXOJ, KYCR, WABS, WAJL, WBFJ, WBSN, WCFY, WDWL, WGGN, WHAZ, WHLO, WHME, WJIS, WJOK, WLIX, WLFJ, WМУZ, WNAZ, WNDA, WNVV, WNNN, WOCK, WOFL, WTLT, WVEV, WYLO.

Reporting Power Stations: KCMS, KLTy, KSBj, WCBW, WCIE, WPIT, WWCM, WWDJ, WYLL, WZZD.

The following station did not report and its chart was frozen: KLYN, WXIR