

THE CCM UPDATE

New Study Claims Potential 13 Million Untapped Christian Music Consumers

IT READS LIKE a good news/bad news joke. The bad news is: 51% of active Christians say they have never purchased any Christian music for themselves. Ever.

The good news is: Half of those newly exposed to contemporary Christian music say they like it and would buy it. And that half means a ripe market of almost 13 million consumers. Additionally, the data shows that just over half of all first-time contemporary Christian music buyers make another purchase within six months.

The research study, sponsored by the Gospel Music Association, the Christian Booksellers Association, the Southern Baptist Convention Sunday School Board and 16 other Christian music industry companies, was conducted by Innovative Resources of Oklahoma City, with help from the Gallup organization. According to Innovative Resources, "all of the research was aimed at answering the question, 'How can we turn more active Christians into Christian music consumers?'"

The Gallup people, in a random sampling telephone poll, identified "active" Christians as those that, when asked if

they had attended church in the last seven days, answered "yes." The answers can be extrapolated to some 78.5 million active Christians in the U.S.

Two-thirds of those active Christians say they have had "a somewhat or limited exposure" to contemporary Christian music. Half said either that contemporary Christian music did not appeal to them or that they would not purchase it because they preferred mainstream music. Some 30% are open to purchasing music if they hear something they like and another 15% classified themselves as very interested.

Some 47% have purchased Christian music in the past, 29% in the last year. About 15% have purchased music by three or more Christian artists within the last 12 months. The 29% represents 23 million adult Christian music buyers and their average purchases amounted to 2.24 units per year.

That makes for a 50+ million unit industry this year. And plenty of room to grow. ■

—Stephen Speer

Retail

Record Execs on Coupons

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

Moderator **Dan Johnson**: Why were coupons invented?

Word's **Tom Ramsey**: I started the record and tape club coupon program in 1970. I've admitted that after 22 years. Let me just go through it real quick. The original idea was taken from a Firestone ad: "Buy three tires and get one free." The thought process was: That could work for records. The program was designed from the standpoint that each retailer would keep the coupons—keep a record of your individual consumers coming in. It wasn't designed to flip flop between stores and everything else. So it has

changed through the years, based on the demands the consumer has made of you.

You're paying us about 15 cents per coupon as redemption on a cassette, so you're paying about 75 cents a cassette. That's 15 cents on a 10 dollar piece of product. We think, as a manufacturer, that's pretty reasonable dollars to spend to market merchandise and stimulate additional sales.

If there's a better way to do it, let's figure out how. We are willing to look at how can we improve the coupon program for the '90s. It's been in place for 22 years. We started out as the sole company, nobody else wanted to go. Other companies went on because of the consumer/retail pressure that

(Continued on page 2)

#1

Contemporary Christian

"Sometimes By Step"

Rich Mullins • Reunion

Adult Contemporary

"Sometimes By Step"

Rich Mullins • Reunion

Inspirational

"Take These Burdens"

Janet Paschal • Word

CHR

"A Friend Like U"

Geoff Moore & The Distance • ForeFront

Rock

"Take Up Your Cross"

Guardian • Pakaderm

Metal

"Painted Truth"

Die Happy • Intense

WITH THIS ISSUE of *The CCM Update* we are premiering a new chart called "Contemporary Christian Music." The chart is independently calculated using all Reporters to the Adult Contemporary, Inspirational and CHR charts—currently 99 stations. Although no system is perfect, the goal of the chart is to come even closer to the determination of the most listened to Contemporary Christian Music songs in the nation.

Scott Wesley Brown

THE PASSIONATE PURSUIT

"Let My People Go"

The new single
from veteran artist

Scott Wesley Brown.

It's from
The Passionate Pursuit
and it's perfect
for summer radio.



Out & About...

Millions of Males Mourn; Newsboys Kross Paths With Kriss; Headhunter Helps Bride

- **Kim Hill** nuptials are set for July 4, dashing the hopes and dreams of many a young (and not so young) single Christian music fan. The **Reunion** artist is wedding an investment banker at a civil war-era mansion in Nashville.
- **Star Song** aussies **The Newsboys** were recording in Atlanta in a studio adjacent to one inhabited by **Kriss Kross** and got the number one-selling rappers to pose for a picture with them. The Newsboys upcoming September release is being produced by long-time ccm madman **Steve Taylor** who claims "the real studio chemistry comes from the fact that I speak fluent Australian."
- Country rocker **Greg Martin** of the **Kentucky Headhunters** added a few guitar licks to **Bride's** new **Star Song** project *Snakes In The Playground*.
- The latest release by **Star Song's** **Seventh Angel**, *Lament For The Weary*, has been reported by the *College Music Journal* at number 73. The album has been on the chart for five weeks and is the only Christian project.
- Did you catch **Sparrow's** **BeBe & CeCe Winans** on the new *Tonight Show* June 10? They did "I Can Depend On You" and "It's O.K."
- **Sparrow's** **Jodi Benson** (a.k.a. the voice of the Little Mermaid) has been starring on Broadway in *Crazy For You* which recently won a Tony Award for Best Musical.
- **Sparrow's** **Michael Card** joined **Word's** **Sandi Patti** in endorsing the Bible League's "China Project." Earlier this year, he assisted the League in smuggling Bibles into Beijing.
- **Sandi Patti** officially filed June 9 for divorce from **John Helvering** on the grounds of "irretrievable breakdown." Pamela Muse, official spokesperson for **Sandi**, issued this prepared statement: "This relationship has been very painful. After much prayer and counsel, this decision has been reached. This step is the last, regrettable option. It is certainly a sad and unfortunate situation and **Sandi** covets your prayers." ■

Retail

(Continued from page 1)

it was working.

The Innovative Resources survey just came out and over 74% of your customers said they liked the coupons. They prefer the coupons. I think there's a fallacy that, if we get rid of the coupon program, we're going to give you huge extra discounts. I can't give you, and I don't think anybody else up here can give you, the discount to replace the value of the coupon. It just won't happen.

Maybe consumers want to redeem product direct. I don't want to do that because the value of the coupon is to have people coming into your store. It's part of the purpose of the coupon program; whether it's multiple purposes at certain times or they save them and they come in. The coupon program is also a great opportunity for them to redeem their coupon on new artists that they might not normally want to spend 10 or 11 dollars to try new artists.

If I, as a consumer, was buying three records in your store and I had three coupons right there, I'm gonna say that 75-90% of your retail staff is not going to be suggesting other product—"I notice that you bought the new Carman. You know, this other record is over here and if you bought that you can pick another one out free." Suggestive selling: You've automatically increased your sales potential by 25%. That's not happening in retail. I think this is a win-win dialogue situation. How do you look at the benefits of how the consumer perceives it versus the frustration that you have on the redemption and everything else?

It's a catch-22 as far as where we put the coupon, where we put the inventory tag, and how do we make sure the visibility is right so we don't block the songs. We're dealing with a piece of product [that's small] and it's going to get smaller. The new CDs will be a lot tinier than the existing CD and the DCC, Digital Compact Cassette, is also coming out. They're both being introduced this fall and it's great

WATCHING TV

TU 6/30 at 10:30—Kathy Troccoli on *The Tonight Show*, NBC

MO 7/6 at 10:00 a.m.—Michael James on *Heart To Heart*, Family Channel

WE 7/8 at 7:00—Steven Curtis Chapman on *Crook & Chase*, TNN

TH 7/9 at 8:00—Steven Curtis Chapman on *Nashville Now*, TNN

SA 7/18 at 9:00—Steven Curtis Chapman on *American Music Shop*, TNN

SA 7/11 at 11:00—CCM-TV Debut, Family Channel

All times are P.M. and C.D.T. unless noted.

technology, it's a great improvement of sound. We won't be in that market as a group up here probably until '93.

The coupon program is a value to your consumer and I think, as retailers and as manufacturers working together as partners, we need to help you through your frustration. But, gee, if you'd just use suggestive selling and you look at some of the opportunities for developing new artists, there's a lot of advantages to it. We are not locked in. We should evaluate the coupon program many times a year. And I've said, "If we need to get rid of it, let's get rid of it. But what is going to do a better job, what's the replacement, what's the alternative?"

Johnson: I want to ask one question. Some of you heard Bob Delonoi of Tower Records here last year. He walked into four or five stores in his area and could never figure out what this coupon thing was because they were not being advertised. No one saw it. And he said, right here in this room, "If I were those retailers, I would make that the headline all over my store. Buy four and get one free." In other words, why weren't these retailers telling? The best buy in the store was this coupon and yet they were not telling it. Now I didn't say that, that's what Tower Records said.

Karen, a retailer: I agree with what Tom says. I've heard a lot of talk in the industry about getting rid of coupons. Frankly, we've built our business over

(Continued on page 6)

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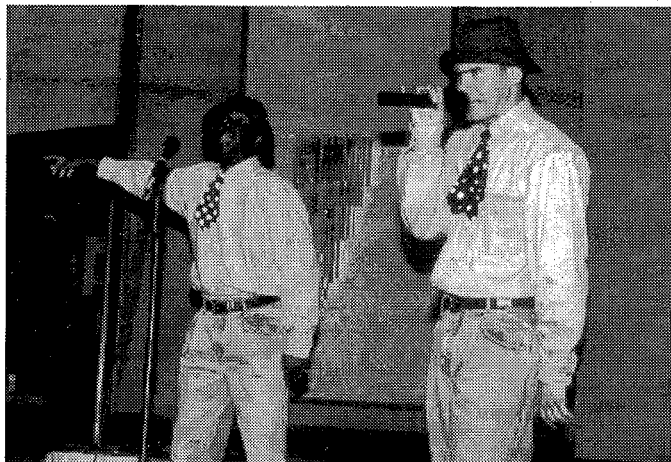
THE CCM UPDATE GALLERY



SPARROW STARS SING SYMPHLY SPLENDID—Sparrow artists appeared on a benefit with The Nashville Symphony. Pictured are The Richard Smallwood Singers along with (starting fourth from left) Michael Card, Susan Ashton, Steven Curtis Chapman and Margaret Becker.



LARRY, HIS BROTHER DARRELL, HIS OTHER BROTHER GLENN—These blues brothers, **Larry Howard**, **Darrell Mansfield** and **Glenn Keiser**, will be featured at the Cornerstone Blues Jam, July 5.



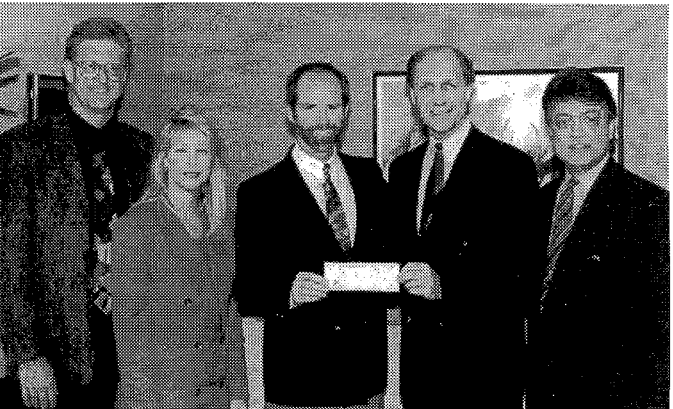
TRU 4 U SINGS R&B 4 EPA—Rap artists **TRU 4 U** performed at the **Evangelical Press Association's** convention in Charlotte NC before an audience of nearly 300 editors including ex-Macintosh software "evangelist" **Guy Kawasaki**.



YO KIDZ! CARMAN SINGZ WITH CINDY—Everland artist **Carman** teamed up with Word's **Cindy Mogan** for a duet on his upcoming kids album, **Yo Kidz!** Pictured are Everland's **Ron Krueger**, co-producer and director of creative development; **Chris Harris**, co-producer; **Morgan**; **Carman**; Word's **Dean Arvidson**, executive director of marketing; **John Mays**, director of A&R; and **Loren Balman**, vice president of corporate marketing and creative development and holder of the longest title at Word.



NO BETTER PLACE ON EARTH THAN JACKSON HOLE—Sparrow artist **Steven Curtis Chapman** recently finished filming the video for **"The Great Adventure"** in Jackson Hole WY.



GMA GIVES GREEN TO GREENE—**Mike Greene**, president of **NARAS** (third from left) receives \$3,400 (a portion of the Dove Awards ticket sales) from **GMA's** Executive Director **Bruce Koblish** as a donation to **NARAS's** benefit fund **MusiCares**. On hand as well were **GMA** President **John Styll**, **MusiCares** Executive Director **Jan Rhees** and **BMI** Special Projects Vice President **Joseph Anthony Moscheo, II**.

THE CCM UPDATE ALBUM REVIEWS

Picks

Susan Ashton *Angels Of Mercy* Sparrow



A ten-gallon hat couldn't hold all the accolades this diminutive Texan has amassed during her whirlwind debut year. For this impressive follow-up, Ashton has re-assembled much of the team who helped her garner five Top Five hits (including three number ones) from *Wakened By The Wind*, and found CCM's readers voting her Favorite New Artist. Producer Wayne Kirkpatrick again guides Ashton into acoustic pop territory with subtle country overtones. Ashton's passionate delivery of lyrics which focus on a struggle to maintain faith and personal holiness will no doubt appeal to many of the same folk (hopefully more) who made her first album a smash.

Various Artists *No Compromise/Remembering The Music Of Keith Green* Sparrow



So many of Green's songs were part and parcel of his outspoken personality that it's hard to imagine them being sung by anyone else. Yet this tribute remains faithful to Green's original vision and still offers the listener new insights. The roster of guests is most impressive, probably because nearly every soul in Christian music has been touched by Keith's music. Outstanding contributions come from Steve Green ("Grace By Which I Stand"), Charlie Peacock (an exhilarating re-invention of "I Can't Believe It"), Margaret Becker ("Oh Lord, You're Beautiful") and Susan Ashton ("Summer Snow"), but none of the performances are less than good. A radio special and simultaneous release of Green's like-titled biography on audio cassette should provide extra momentum for this wonderful package.

Noteworthy

★ **Audio Adrenaline** *Audio Adrenaline* Forefront

AA first captured the attention of radio with its thrash/rap indie singles "My God" and "DC-10;" those tracks are actually the weakest tunes on the band's somewhat more refined and musically satisfying debut. The group combines the bratty hip-hop of the Beastie Boys with the funk-driven rock of INXS and the paisley pop of Prince; they even toss in some metallic guitar solos to boot. But AA is actually fresher and more original than that description might indicate. Producer Steve Griffith helps harness the band's youthful energy and lends focus to its humorous (but topical) lyrical approach. I've got to highly recommend anyone who rhymes "life/strife/knife/wife/Barney Fife" and figures a way to work Scooby and Scrappy Doo into a Christian song! A featured spot on Geoff Moore's fall tour should launch these newcomers in a big way.

b/w the b/w project Warner Alliance
In Hollywood, this project would be called "high concept"—something you can explain in one sentence. "Rap versions of Christian classics" is the idea and, thanks to the engaging personalities of Rodney "T" Thomas and Eric Champion, this collection is largely successful. Much credit goes to engineer Collyer Spreen who's responsible for the rhythm sampling and sequencing. Radio hits like "Angels", "Awesome God"

and "Wise Up" are among the tunes which get the hip-hop treatment. Champion's built-in audience and the slick production should combine to make this one a winner.

Ray Boltz *Seasons Change* Word

To call Boltz' rise to success "meteoric" would not be too far off; since 1986, the artist has released seven albums which have yielded 12 Top 40 songs, including five number ones hits. His classic "Thank You" captured the 1990 Dove for Song of the Year and cemented his place among the top singer/songwriters. Boltz' sparkling Word debut was co-produced by Boltz, Steve Millikan and Grammy winner Phil Naish (Steven Curtis Chapman) and finds Ray expanding his musical horizons to include the contemporary pop which has made Chapman so popular. But there's plenty here to appease fans of his inspirational stylings and insure the album's multi-audience appeal.

Brian Healy/D.A.S. *Devils, Angels & Saints* Eden

Post-modern music mavens will rejoice that the new Eden imprint (distributed via Frontline) has helped this jewel of an album escape from the vaults. Healy, whose *Prints of Darkness* debut was a rather dour affair, seems to be in a better mood this time. Healy's lyrics carry the same weight and intensity and he delivers them in his customary low baritone which borrows heavily from David Bowie and Bryan Ferry. But the musical framework

is a 180 degree improvement. If his fans can handle the fact that Healy's chin is no longer dragging the ground, this album should do very well.

Also Received

One Bad Pig Live: Blow The House Down! Myrrh

The celebrated saga of the porcine punkers continues with this live document recorded at last year's Cornerstone Festival. The concert stage reveals the Pig at its best, turning this crowd of rowdy festival goers on its collective pierced ear. The hits (and misses) are all here—"Take A Look At Yourself," "I Scream Sunday," "Judas Kiss," "Looney Tune," etc. If your customers miss the visuals, show 'em the liked-titled video. But they'll need the CD as well because it contains four tracks not in the video, including the current hit—a remake of The Clash's "Rock The Casbah."

Various Artists *Tapestry/Morning, Afternoon, Evening* Warner Alliance

This lovely series was conceived by multiple Dove Award-winning producer Greg Nelson (Sandi Patti, Larnelle Harris). Nelson calls upon a who's-who of Christian music's best vocal and instrumental talent to render these evocative songs. The series is both inspirational and motivational, as the songs and choruses guide the believer through a day of examining the scriptures and his own heart. Phil Keaggy, Kelly Willard, Mervyn Warren (Take 6), Steve Green and Michael English are among the vocalists. But the concept is really the focus. A contest to design a display around the beautiful covers should help get retailers interested in promoting this fine project.

VIDEO

Ron Kenoly *Lift Him Up* Hosanna! Music

This praise and worship "video event" is probably the best live recording of this type ever attempted and certainly as good as anything Integrity has previously released. Even if your customers have already purchased the audio version of this service, they need to see what all the fuss is about. Kenoly has a warm and engaging personality and is backed by a stellar group of musicians and singers, including Alex Acuña, Abe Laborial and Justo Almario. By the time Kenoly leads the assembly into the double-time gospel breakdown of the finale, "Call Him Up", you'll be as out of breath as the audience. The lighting, camera work, pacing, song selection and performances are all superb and make this a must-have document of a delightful and uplifting evening.

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

THE CCM UPDATE SINGLE REVIEWS

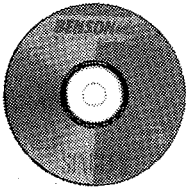
Picks

DC TALK "Can I Get A Witness?" ForeFront



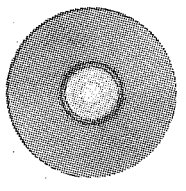
The final single from the *Nu Thang* album promises to bring more of the great airplay that has become synonymous with the name of the group. Their unique brand of rap has a way of appealing to even the most staunch critics of the genre. So, crank it up again and be watching for a new album in October. **CHR**

Al Denson "To Forgive" Benson



This tender ballad reminds us of the spiritual healing and growth that comes about only when we forgive. The emotional lyrical content helps pull out what borders on being a formula ballad. Even though it boasts a somewhat bombastic bridge (and obligatory guitar riff), the album version drags a bit too much for my taste. **AC/INSP**

Vince Ebo "Forgiven" Warner Alliance



This phenomenal vocalist has come out from behind Charlie Peacock and demanded the attention of programmers and listeners alike. It's easy to see why when you drop this single into the player. The versatility of Vince's voice is amazing and his interpretation of the songs he sings put him in an elite class. While this particular tune might be a bit funky for some

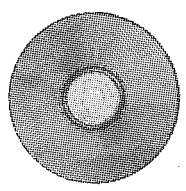
ACs, there are rewards-a-plenty for those willing to give it a shot. Let your listeners vote on it. **CHR/AC**

Hoi Polloi "Rest Tonite" Reunion



Anyone who saw this band at GMA's Rock Night showcase already knows what to expect from our friends from the West. Hoi's unique brand of accessible alternative rock should receive a warm welcome at Christian rock radio in the good ole' U.S. of A. **ROCK/CHR**

★ Patsy Moore "City On A Hill" Warner Alliance



The notes hidden in the grooves of this tune are hardly what I expected from someone with a name like Patsy Moore... and are hardly ordinary fare for Christian radio. Gritty guitar, ultra-cool organ licks and attitude to spare make it a great track for CHR stations. Rock radio programmers will also find it to be a great song for breaking up the monotony of long sweeps of more typical Christian rock. **CHR/ROCK**

White Heart "His Heart Was Always In It" Star Song



Is it just me, or do these guys get better with each record? They've risen to new heights on their latest, *Tales Of Wonder*. Rick Florian's vocals are uncannily precise, but hardly mechanical, and the band is tighter than ever. If this single is any indication, look for an album full of great radio. **ROCK**

White Heart "Say The Word" Star Song



It's encouraging to see rock bands doing songs that don't sound as if they were put on the record for the sole purpose of getting AC airplay. Kudos to Billy and Mark (Smiley and Gersmehl) for creating a tune that maintains the integrity of White Heart as a rock band but is still palatable for more conservative formats. The more conservative of the conservative will want to opt for the radio remix. **CHR/AC**

Noteworthy

Commissioned "Love You With The Rest Of My Life" Benson

The first keyboard stabs hit you between the eyes and make you vulnerable for the opening chorus, as it quickly becomes apparent that this could be a serious jam... and it is. This group has vocalists to spare and they spread the duties around well throughout the tune. **CHR**

DeGarmo & Key "I Believe" Benson

It's hooky and it's short... real short (1:20). Play it twice. **CHR**

Al Denson "Stand Up" Benson

This song has "concert-opener" written all over it. Though it will undoubtedly whip Al's predominantly teenage audiences into a frenzy, it's a bit lack-luster for radio. None-the-less, it will most likely see good response at CHR outlets. **CHR**

4 Him "He Never Changes" Benson

A pleasantly driving track supports more of the tight harmonies you've come to expect from this all-male vocal ensemble. While it lacks the strong lyrical hooks that have characterized their past hits, it will still see significant exposure at AC and Inspirational stations. **AC/INSP**

Kim Hill "She'll Come Around" Reunion

Somewhat dark melody lines and chord progressions characterize the latest offering from Kim's *Brave Heart* album. Although the biggest hits from the project are behind her, this sound is still quite fresh and Kim's voice always sounds great on the radio. A solid add for AC and CHR stations. **CHR/AC**

2nd Chapter of Acts "Just One Word" Sparrow

This beautiful ballad is one of two previously unreleased songs on the 20 project, a collection of two decades worth of music from one of ccm's original acts. Led by the angelic voice of Matthew Ward, it glides effortlessly along to an ending that comes all too soon. I was hoping for some of the trio's patented harmonies, but none of that is to be found in this cut. **INSP/AC**

Billy Sprague "Waiting For The Day" Benson

A lush track and selectively placed percussion make a fitting backdrop for Billy's unique voice and a haunting melody line. The second verse ushers in a counter-melody in the bgv's that draws you along toward the knock-out punch in the chorus. My only complaint is that it's too short. All the better for radio I suppose. **AC/CHR/INSP**

Michelle Wagner "I Will Pray For You" Benson

Anyone who prays—or has prayed—for an unsaved friend or loved one cannot help but be moved by this heart-wrenching ballad. Musically and lyrically this is where Michelle is at her best. The optional long intro (1:00) provided on the CD sets up the song beautifully. **AC/INSP**

—Reviewed by Todd Chapman

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. ★ are singles that, in the reviewer's estimation, are artistically exceptional and worthy of attention, irrespective of their chart potential. Send radio singles/video clips for review to: *The CCM Update*, 1913 21st Avenue South, Nashville, TN 37212. All product should be received one week before issue date for editorial consideration.



MAD AT THE CHAIRS—Frontline A&R man **Matt Duffy**, **Mad At The World's** **Roger Rose** and Frontline's Mike MacLane, vp of A&R and marketing, being obviously mad at the chairs, sat on the desk to pose for a re-signing picture. The next album is scheduled for release in July.

Signings

—**John Fischer** to a recording agreement with **Enclave Entertainment**, a division of **Urgent**.
—**Chiz Rider** to a recording agreement with **Myrrh Records**.

Promotions

Kelly Crane, formerly director of marketing, to vice president of marketing and promotions for **Urgent**.

Appointments

—**Tom Beard**, formerly assisting pastor and music director at Crossroads Church in Vancouver WA, to artist relations manager at **Compassion International**.
—**Mike Dworak**, formerly assistant manager at Maranatha Christian Resource Center in Lincoln NE, to artist relations manager at **Compassion International**.

New Company

—**Platinum Rule Ministries** has been formed by **Lana Trent** in Anderson IN to book **Nathan DiGesare**, **Brent Alan Henderson** and **Mark Pay**.

Retail

(Continued from page 2)

15 years on the fact of telling our customers that you can save 20 percent on all your music purchases with us because of this. Our employees are trained to talk to every customer in the music department. A lot of you [labels] double-coupon new product to say, "If you buy two of these you get another one free." There's no way you as companies can offer us the type of discount that we can turn around and say, "We're gonna offer 20% off all of our music." We're right next door to a Musicland and we've got two distinct advantages in the Christian bookstores. One, we have listening centers where they can listen to it ahead of time and, two, we offer the coupons and we do have the 20 percent off. I say stick with it. The only thing I would suggest is perhaps that you could all get together on a standardized redemption form that we could use when we go to redeem our coupons.

Sparrow's Billy Ray Hearn: I'd like to emphasize what Tom said in one area. The stores don't like the coupons so, I think, they have tried to make them not work in order to make us get rid of them and that's not going to happen. You've got to make a big deal out of it in your store. That's what it's for.

And if you think it's going to go away, you're dreaming. You've got to use the coupon like that lady is, saying, "This is the best buy in town. We sell records *under* Tower. We don't sell them for \$9.98 or \$10.98, we sell them for \$7.98 because you use your

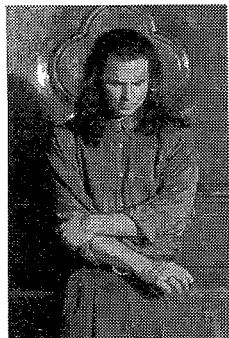
coupons. And that's cheaper than the store down the street." You're not doing that, and it's the best buy in town, with the coupon.

Benson's Jerry Park: Going back to this book, *The Popcorn Report* [Update 5/5], one of those trends is *value*. People in the '90s are going to be looking for value. They are going to demand that we as the publisher and you as the retailer give them value. And that is one of the greatest things collectively that we have to sell.

You have no idea of what it's like, how costly it is, to handle your returns that still have the coupons on them. How people have to, by hand, take that shrink wrap off of the cassette and CD, reshrink it, it goes back into stock, when you order it again, it comes back out, we put another coupon on it, and it's horrible. It's very costly for us, too. My hope for all of us is that, rather than look at the negatives of coupons, and there are plenty of them—the people, which is who we both serve, are saying they love it—so let's figure out a way, together, to do it that's easy for you, easier than perhaps it is now. Tell us what we can do.

Diadem's George King: I hate coupons. I know it's not popular on this panel. I don't think we need them. Amy Grant is penalized because of coupons. Ray Boltz, at my label, is penalized because of coupons. I would rather see a coupon program that drives people to the store based on a perceived value of discount, like the soap powder guys do when my wife gets that thing in the mail and it says, "Please go buy the new Tide. You're gonna get \$2 off" and there's a perceived value. ■

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



FRONTLINE
MUSIC GROUP

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THE CCM UPDATE RADIO ACTIVITY

Promotional Events

—WTRX/Chattanooga recently introduced brother and sister duo **Bebe and CeCe Winans** to a crowd of 72,000 at the Annual Riverbend Festival. The audience was larger than those who attended either the Vince Gill or Gatlin Brothers concerts.

—WJIS/Sarasota sponsored a Father's Day Drawing. The grand prize-winning dad received a fishing expedition, a car phone and a month of lawn service.

Departures

—Carl Fletcher and Julie Lambert have left WONU/Kankakee.

Promotions

—Bill DeWees, formerly operations manager, to director of broadcasting at WONU/Kankakee.

—Ron Cox, formerly evening announcer, to music director and afternoon drive announcer at WZLE/Lorain OH.

The CCM Update Charts

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

WO (Weeks On) shows how long the song has been on that chart; LC (Last Chart; Last Week on AC) shows the song's previous position. A bullet represents upward momentum with gain in total points over previous period. "Pts" represents the percentage of total possible points a song has received. ("Heavy" rotation or #1 position on every reporting station would result in 100 points.) "Chg" is the gain or loss (-) in points from the previous chart. "%On" represents the percentage of Reporters reporting the song. "%A" is the percentage of Reporters adding the song this time. "%H" "%M" "%L" shows the percentage of Reporters who have the song in "Heavy," "Medium" or "Light" rotations. The "Highest Debut" is the song that enters that chart at the highest position. The "Highest Gainer" is the non-debut song that has gained the most points on that chart.

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Reporting Adult Contemporary Stations: KADI, KBBX, KBUZ, KGNV, KDAZ, KITE, KIVR, KLYN, KNLE, KNTL, KOBC, KSLR, KSLT, KTFA, KXOJ, KYCR, KYMS, WABS, WBEJ, WBSN, WCIC, WCFY, WCIE, WCVK, WDJC, WDYL, WGGN, WHAZ, WHLO, WHME, WJIS, WJQK, WJRX, WLAB, WLFI, WLX, WLXV, WNAZ, WNDA, WNLT, WPIT, WQCK, WQFL, WTLT, WVEJ, WWCN, WWEV, WXIR, WYLO.

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

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

Reporting Inspirational Stations: KAJN, KCBJ, KCCS, KCIH, KCVO, KGNM, KILY, KLFJ, KLTT, KSUD, KWBI, WAFR, WBGL, WEMI, WFRN, WGLY, WGRG, WHYD, WIBI, WJIE, WMCU, WMHK, WNIV, WOKT, WONU, WRFD, WSOR, WYNX.

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

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

Most Adds AC

1. Here In My Heart 22
2. I Will Always Come Back To You, First Call 13
3. He Never Changes, 4 HIM 12
4. Say The Word, White Heart 11
5. Waiting On The Day, Billy Sprague 9
6. Like A Father Should Be, Kenny Marks 9
7. The Great Adventure, Steven Curtis Chapman 7
8. Let The Dreamers Dream, Dick & Mel Tunney 7
9. Slow Down, Michael James 5

AC: The following stations did not report and their charts were frozen: KBBX, WDYL, WMUZ

Most Adds CHR

1. Here In My Heart, Susan Ashton 7
2. The Great Adventure, Steven Curtis Chapman 6
3. Depend On You, BeBe & CeCe Winans 4

4. It's Gonna Be Heaven, Cindy Morgan 3
 5. Stand Up, Al Denson 3
 6. Who Do You Love, Audio Adrenaline 3
- CHR: The following station did not report and its chart was frozen: KGMS

Most Adds INSP

1. To Forgive, Al Denson 5
 2. He Is Beautiful, Tami Gunden 5
 3. Shade For The Children, Steve Camp 4
 4. Just One Word, 2nd Chapter of Acts 4
 5. He Never Changes, 4 HIM 4
- All stations reporting.

Most Adds Rock

1. His Heart Was Always In It, White Heart 9
2. Ready, Willing and Able, Petra 6
3. Radio Bikini, Magdallan 6

4. Play God, Chagall Guevara 5
5. Hang Me High, Michael Knott 5
6. Feather In Your Cap, Allies 5
7. (I Will Not Be) Shaken, Vince Ebo 4
8. Intermittent You, Applehead 4

ROCK: The following stations did not report and their charts were frozen: Reality Rock, WAYJ, WCLQ

Most Adds Metal

1. Crutch, Applehead 2
 2. Falling Away From Reality, Seventh Angel 2
 3. History, Xalt 2
 4. No Grave Concern, Living Sacrifice 2
 5. S.O.S., Bloodgood 2
 6. Think About It, Dig Hay Zoose 2
- All stations reporting.

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

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THE CCM UPDATE ROCK

WO	LW	TW	TITLE Label/Artist • Songwriter(s)	PTS.	%ON
6	3	• 1	TAKE UP YOUR CROSS Guardian/Pakadern • T. Palacios, D. Bach	69.20	80.00
8	5	• 2	READY, WILLING AND ABLE Petra/DaySpring • Bob Hartman	67.90	84.00
8	4	• 3	HOLY WAR Whitecross/Star Song • Rex Carroll, Dez Dickerson	62.10	72.00
12	2	• 4	BREATHE DEEP (THE BREATH OF GOD) Lost Dogs/Brainstorm • Terry Taylor	60.70	68.00
10	1	• 5	THERE IS NO ONE LIKE YOU the violet burning/Bluestone • Michael J. Pritzel	59.60	68.00
4	10	• 6	FREE LOVE The Stand/Wonderland • Tony Valenziano, Mark Robertson	53.60	60.00
12	7	• 7	I BELIEVE The Prayer Chain/Chatterbox • Taber, Prickett, Campuzano, Everett	50.80	60.00
8	11	• 8	SOMETHING GOOD HAPPENS Jacob's Trouble/Alarma • Jerry Davison, Steve Atwell, Mark Blackburn, Ron Cochran, Keith Johnston	47.20	60.00
10	13	• 9	SATISFY Hoi Polloi/Reunion • Jenny Gullen, Hoi Polloi	42.70	56.00
—	—	• 10	HIS HEART WAS ALWAYS IN IT White Heart/Star Song • Mark Gersmehl, Billy Smiley, Brian Woolen	41.70	56.00
8	15	• 11	PROMISE OF LOVE Brighton/Pakadern • D. Brighton, V. Campi	39.10	52.00
16	8	• 12	IT'S YOUR DECISION Halo/Pakadern • Scott Springer, John Elefante, Mike Graham	35.20	44.00
14	9	• 13	SET THIS PLACE ON FIRE Legend/Word • Andy Denton, Mike Jacobs	35.10	44.00
10	14	• 14	WHEN THE SUN FADES At the Foot of the Cross/Glasshouse • S. Hindaleng	32.60	40.00
6	18	• 15	I NEED YOUR LOVE Code of Ethics/R.E.X. • Barry Blasz	32.10	40.00
18	6	• 16	LAST TRAIN Holy Soldier/Myrrh • J. Cramer, S. Patrick, A. Robbins, T. Russell, S. Soderstrom, D. Zaffiro	31.90	40.00
—	—	• 17	RADIO BIKINI Magdallan/Intense • Ken Tamplin, Lanny Cordola	27.10	36.00
—	—	• 18	FEATHER IN YOUR CAP Allies/DaySpring • Bob Carlisle, Randy Thomas	26.30	40.00
2	23	• 19	HANG ME HIGH Michael Knott/Blonde Vinyl • Michael Knott	25.60	40.00
12	12	• 20	ENFLESHED [THE WORD IS ALIVE] Mortal/Intense • Gyro	22.30	28.00
2	22	• 21	INTERMITTENT YOU Applehead/Ocean • Greg Minier	22.10	32.00
—	—	• 22	PLAY GOD Chagall Guevara/Sparrow • Nichols, Perkins, Taylor	21.70	32.00
4	20	• 23	BLACK FLAG King's X/Atlantic • Pinnick, Tabor, Gaskill, Taylor	19.90	24.00
12	17	• 24	IF YOU WANT TO DA/Brainstorm • Terry Taylor	18.60	28.00
18	16	• 25	BIG BANG Magdallan/Intense • Ken Tamplin, Lanny Cordola	18.30	24.00

THE CCM UPDATE METAL

WO	LW	TW	TITLE Artist/Label • Songwriter(s)	PTS.	%ON
8	2	• 1	PAINTED TRUTH Die Happy/Intense • Doug Thieme	80.45	90.91
10	5	• 2	KISS THE TRAIN Bride/Pure Metal • Troy Thompson, Dale Thompson	73.86	81.82
10	1	• 3	TEMPLES ON FIRE Sacred Warrior/Intense • Sacred Warrior	72.50	90.91
2	10	• 4	CRUTCH Applehead/Ocean • Greg Minier	70.91	81.82
12	3	• 5	MORE FAITH THAN ME Betrayal/Wonderland • Matt Maners	67.50	72.73
8	4	• 6	TAKE A LOOK AT YOURSELF One Bad Pig/Myrrh • Paul G-Pek	59.77	72.73
16	6	• 7	EXIT (EUTHANASIA) Ransom/Intense • Lisa Faxon, Tony Ortiz, Lanny Cordola, Michael Preciado	59.55	81.82
10	9	• 8	PROPHET OF IDIOCY Deliverance/Intense • J.P. Brown II, G. Ochoa	56.14	72.73
18	7	• 9	SO-CALLED LIVING, 1991 The Crucified/Ocean • Minier, Chaffin, Salomon	50.23	63.64
16	8	• 10	VIRTUE AND VICE Holy Soldier/Myrrh • J. Cramer, S. Patrick, A. Robbins, T. Russell, S. Soderstrom, D. Zaffiro	49.55	63.64
14	12	• 11	BISHOP OF SOULS Vengeance Rising/Intense • Roger Martinez	49.55	63.64
4	20	• 12	HISTORY Xalt/Pure Metal • Jim Erdman, Scott Doerfler, John Heald, Tony Miceli	46.82	63.64
22	11	• 13	PSYCHO SURGERY Tourniquet/Intense • Kirkpatrick	45.23	63.64
4	19	• 14	SNAKES IN THE GRASS Crystavox/Ocean • Adam Lee Kemp, Loren Holmquist	43.18	54.55
—	—	• 15	S.O.S. Bloodgood/Broken • Michael Bloodgood	42.50	54.55
10	14	• 16	HOLLY Haven/R.E.X. • K. Ayers, A. Bruner, E. Bruner, T. Benton	35.23	45.45
12	13	• 17	INTERNAL UNREST Living Sacrifice/R.E.X. • Living Sacrifice	35.00	45.45
6	16	• 18	BREAK THE CURSE Mortification/Intense • Steve Rowe	34.09	45.45
14	15	• 19	NEVER AGAIN Crash Dog/Grrr • Crash Dog	33.64	45.45
20	17	• 20	FAREWELL TO HUMAN CRIES Seventh Angel/Pure Metal • Ian Arkley, Simon Bibby, Scott Rawson, Tank	32.95	45.45

MOST PLAYED ALBUMS

1. PAINTED TRUTH, Die Happy (Intense)
2. KISS THE TRAIN, Bride (Pure Metal)
3. TEMPLES ON FIRE, Sacred Warrior (Intense)
4. TAKE A LOOK AT YOURSELF, One Bad Pig (Myrrh)
5. EXIT (EUTHANASIA), Ransom (Intense)

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THE CCM UPDATE CHR

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
5	1	• 1	A FRIEND LIKE U	Geoff Moore & The Distance ForeFront • Geoff Moore, Steven Curtis Chapman	92.99	2.11	100%	0%	87%	7%	7%
5	3	• 2	HAPPY TO KNOW JESUS	Jon Gibson Frontline • Jon Gibson	83.32	3.35	93%	0%	73%	13%	7%
5	2	• 3	THIS LOVE	Margaret Becker Sparrow • Margaret Becker, Charlie Peacock, Kip Summers	82.73	-3.27	87%	0%	73%	13%	0%
3	4	• 4	WHAT'S IT LIKE IN YOUR WORLD?	Charlie Peacock Sparrow • Charlie Peacock	74.10	0.79	87%	0%	60%	20%	7%
3	8	• 5	HOLY FIRE	Two Hearts Star Song • Michael Hodge, Carrie Hodge, Brian Tankersley	68.02	6.92	80%	0%	47%	33%	0%
3	11	• 6	CHAPERONE	Lisa Bevil Vireo • Mark Heimermann, Toby McKeehan	64.20	7.31	67%	0%	60%	7%	0%
5	7	• 7	I WILL REMEMBER YOU	Amy Grant Myrrh • Amy Grant, Gary Chapman, Keith Thomas	61.58	-0.20	80%	13%	40%	27%	13%
3	15	• 8	SAY THE WORD	White Heart Star Song • Mark Gersmehl, Billy Smiley	54.94	14.36	80%	7%	27%	33%	20%
5	10	• 9	YOU CAN HAVE MY HEART	Bash Star Song • Bash, Gary Driskell	50.89	-6.65	60%	0%	47%	7%	7%
9	6	• 10	MAKE IT WORK	Vince Ebo Warner Alliance • Vince Ebo, Tommy Sims	50.04	-11.74	60%	0%	40%	13%	7%
3	18	• 11	TIME WILL TELL	Out of the Grey Sparrow • Christine Denté, Scott Denté, Charlie Peacock	47.80	12.08	67%	7%	27%	27%	13%
7	5	• 12	WHAT YOU'RE LOOKING FOR	Eric Champion Myrrh • Eric Champion	47.72	-18.93	60%	0%	33%	20%	7%
—	—	• 13	THE GREAT ADVENTURE	Steven Curtis Chapman Sparrow • Steven Curtis Chapman, Geoff Moore	47.19	32.09	67%	40%	27%	20%	20%
3	17	• 14	ALL I NEED	Lavine Hudson Sparrow • Phil Collins, Lamont Dozier	45.72	8.21	60%	0%	27%	27%	7%
7	12	• 15	LET MY HEART BE THE FIRST TO KNOW	Michael Omartian Myrrh • Michael Omartian, Michael Anderson	39.46	-13.21	53%	0%	27%	7%	20%
9	9	• 16	LOVE IS REALITY	Al Green Word • Al Green, Mark Stitts, Mike Stitts	38.85	-20.48	53%	0%	27%	7%	20%
3	19	• 17	SO GOOD	Katina Boyz Arcade • Roby Duke, Samuel Katina, Joseph Katina, John Katina, James Katina, Jessie Katina	38.09	2.98	47%	7%	27%	20%	0%
—	—	• 18	DEPEND ON YOU	BeBe & CeCe Winans Sparrow • K. Thomas, B. Winans, D. Winans	37.67	15.27	67%	27%	13%	20%	33%
0	23	• 19	YOU'VE GOT A WAY	Kathy Troccoli Reunion • K. Troccoli, J. Franzel	34.99	4.16	60%	7%	7%	33%	20%
5	13	• 20	WORDS	Kim Hill Reunion • Wayne Kirkpatrick, Kim Hill, Gordon Kennedy	34.95	-8.61	47%	0%	20%	27%	0%
0	25	• 21	SOMETIMES BY STEP	Rich Mullins Reunion • Rich Mullins, Beaker	34.30	7.65	40%	7%	27%	7%	7%
—	—	• 22	SHADE FOR THE CHILDREN	Steve Camp Sparrow • Steve Camp	32.67	6.04	40%	7%	20%	13%	7%
7	14	• 23	IN THE LIKENESS OF YOU	Petra DaySpring • John Lawry	32.57	-9.83	47%	0%	27%	0%	20%
—	—	• 24	IT'S GONNA BE HEAVEN	Cindy Morgan Word • Mark Hammond, Grant Cunningham	31.57	9.81	53%	20%	7%	33%	13%
3	21	• 25	GRAND FACADE	Allies DaySpring • Bob Carlisle, Randy Thomas	31.45	-0.04	53%	0%	7%	33%	13%

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KZZD WNCM
KQCS KLTY
WNOW WJTL

WARNER ALLIANCE

THE CCM UPDATE INSPIRATIONAL

WO	LW	TW	TITLE	Artist Label • Songwriter(s)	Pts	Chg	%On	%A	%H	%M	%L
5	1	• 1	TAKE THESE BURDENS	Janet Paschal Word • Dawn Thomas	82.81	3.29	89%	4%	75%	11%	4%
4	2	• 2	SOMETIMES BY STEP	Rich Mullins Reunion • Rich Mullins, Beaker	77.14	8.70	86%	4%	68%	11%	7%
4	3	• 3	JESUS AND ME	Glen Campbell New Haven • Phil Driscoll, Lari Goss	75.98	9.80	82%	7%	64%	18%	0%
4	4	• 4	SING, CHILDREN, SING	Steve Green Sparrow • Greg Nelson, Jon Mohr	74.27	8.10	89%	11%	54%	29%	7%
3	7	• 5	AMEN! PRAISE AND GLORY	Coram Deo featuring Michael Card Sparrow • Charlie Peacock	65.18	5.19	82%	7%	46%	25%	11%
3	11	• 6	SECRET SCARS	Ron David Moore Warner Alliance • Ron David Moore, Bruce Carroll	61.50	11.64	86%	11%	29%	46%	11%
3	12	• 7	SHADE FOR THE CHILDREN	Steve Camp Sparrow • Steve Camp	HIGHEST GAINER 60.12	14.07	75%	14%	43%	21%	11%
4	8	• 8	FROM GENERATION 2 GENERATION	Benson Artists Benson • Dave Clark, Don Koch	53.94	0.73	61%	0%	43%	14%	4%
7	5	• 9	THAT'S WHAT A BROTHER IS FOR	Michael James Reunion • Bobby Price, Michael James	53.92	-10.01	61%	0%	43%	18%	0%
9	6	• 10	THE LESS TRAVELED ROAD	Phillip Sandifer Urgent • Phillip Sandifer	49.03	-14.89	64%	0%	32%	21%	11%
7	9	• 11	HAVE WE TAUGHT OUR CHILDREN WELL?	One Word • Brent Alan Henderson	46.12	-5.43	57%	0%	32%	14%	11%
5	14	• 12	THE COLORS OF YOUR LOVE	The Archers Reunion • Patricia Skinner, Jeff Nelson	41.23	-2.22	50%	0%	32%	14%	4%
2	20	• 13	SING TO THE LORD	Maranatha Singers Maranatha • Rita Baloché, Paul Baloché	41.01	6.98	54%	7%	25%	21%	7%
3	21	• 14	ALWAYS BE A CHILD	Ray Boltz Diadem • Ray Boltz, Steve Millikan	40.86	7.44	54%	7%	21%	25%	7%
4	16	• 15	TAKE THE TIME	Michael English Warner Alliance • Geoff Thurman, Becky Thurman, Michael English	40.43	-0.74	54%	4%	25%	21%	7%
2	24	• 16	FIND YOUR STRENGTH IN HIM	Dick & Mel Tunney Warner Alliance • Dick Tunney, Melodie Tunney	39.96	11.44	64%	11%	18%	21%	25%
4	17	• 17	YOU LAID DOWN YOUR LIFE FOR ME	Kelly Willard Asaph • Claire Cloninger, Kelly Willard	39.88	0.62	54%	7%	25%	18%	11%
3	19	• 18	FROM LOVE TO LOVE	Babbie Mason Word • Babbie Mason, Donna Douglas	38.73	3.02	46%	7%	32%	7%	7%
11	10	• 19	I'M STILL HERE	Bruce Carroll w/Twila Paris Word • Bruce Carroll, C. Aaron Wilburn	37.85	-13.09	46%	0%	29%	11%	7%
3	22	• 20	GLORY IN THE HIGHEST	Annie Herring Sparrow • Anne Herring	36.43	3.36	50%	0%	21%	21%	7%
—	—	• 21	ANYTHING	Kellye Huff Giant • Nate Sabin	HIGHEST DEBUT 36.37	11.42	61%	11%	11%	29%	21%
4	18	• 22	GOD IS FAITHFUL	Karla Worley Diadem • Karla Worley, Joh Rosasco	34.57	-1.71	46%	0%	18%	25%	4%
2	25	• 23	YOU MEAN EVERYTHING TO ME	Denny Correll Maranatha • Denny Correll, Tim Correll	32.89	4.70	43%	0%	18%	18%	7%
9	13	• 24	SOMEBODY'S PRAYING	Ricky Skaggs Word • John G. Elliott	31.79	-12.01	39%	0%	18%	21%	0%
11	15	• 25	ARISE, MY SOUL, ARISE	Twila Paris Star Song • Charles Wesley, Twila Paris	28.97	-12.21	36%	0%	14%	21%	0%

People are talking about us.

"The CCM Update helps keep me and the rest of the music staff current with what's happening in Christian music. Between the Out & About section, the editorials and Gallery, I feel as though I'm getting personal info from the music industry. Album Reviews, Single Reviews and F.Y.I. keep me educated."

—Roger Salley, Music Buyer, Fresno Bible House

THE CCM UPDATE

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

THE CCM UPDATE

ADULT CONTEMPORARY

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
6	3	• 1	SOMETIMES BY STEP	Rich Mullins Reunion • Rich Mullins, Beaker	88.68	6.79	96%	2%	79%	14%	4%
7	4	• 2	SHADE FOR THE CHILDREN	Steve Camp Sparrow • Steve Camp	87.87	6.71	93%	4%	75%	18%	0%
8	1	3	FROM GENERATION 2 GENERATION	Benson Artists Benson • Dave Clark, Don Koch	85.58	-1.56	93%	2%	80%	9%	4%
7	5	• 4	CAN'T LIVE WITHOUT JESUS	Jon Gibson Frontline • Jon Gibson	82.32	1.43	89%	0%	64%	25%	0%
7	6	5	TAKE THE TIME	Michael English Warner Alliance • Geoff Thurman, Becky Thurman, Michael English	79.23	-0.23	88%	4%	64%	20%	4%
9	7	6	A FRIEND LIKE U	Geoff Moore & The Distance ForeFront • Geoff Moore, Steven Curtis Chapman	72.31	-2.40	77%	0%	61%	13%	4%
10	2	7	THIS LOVE	Margaret Becker Sparrow • Margaret Becker, Charlie Peacock, Kip Summers	67.94	-15.01	71%	2%	59%	11%	2%
3	12	• 8	THE GREAT ADVENTURE	Steven Curtis Chapman Sparrow • Steven Curtis Chapman, Geoff Moore	66.54	16.82	91%	13%	34%	38%	20%
8	9	9	TWO DIFFERENT LIFESTYLES	BeBe & CeCe Winans Sparrow • Benjamin Winans, Cedric Caldwell	60.75	-0.19	73%	2%	45%	23%	5%
6	13	• 10	JESUS AND ME	Glen Campbell New Haven • Phil Driscoll, Lari Goss	53.54	5.07	75%	5%	36%	23%	16%
5	16	• 11	ALONE IN LOVE	Lisa Bevell Vireo • Mark Heimermann, Paula Carpenter, Lisa Bevell, Chris Harris	50.32	11.00	71%	7%	21%	38%	13%
4	17	• 12	HOLY FIRE	Two Hearts Star Song • Michael Hodge, Carrie Hodge, Brian Tankersley	46.51	7.36	73%	5%	18%	39%	16%
4	20	• 13	YOU'VE GOT A WAY	Kathy Troccoli Reunion • K. Troccoli, J. Franzel	45.60	9.17	63%	7%	25%	27%	11%
11	10	14	LET MY HEART BE THE FIRST TO KNOW	Michael Omartian Myrrh • Michael Omartian, Michael Anderson	45.49	-11.01	55%	0%	39%	14%	2%
4	18	• 15	HALLELU YAHWEH	Marilyn McCoo Warner Alliance • Jeremy Dalton	43.02	4.72	61%	0%	14%	36%	11%
12	9	16	LOVE IS SACRIFICE	Rob Frazier Urgent • Rob Frazier	42.54	-14.81	50%	0%	27%	21%	2%
2	25	• 17	SAY THE WORD	White Heart Star Song • Mark Gersmehl, Billy Smiley	37.96	12.16	73%	20%	2%	43%	29%
2	28	• 18	LET THE DREAMERS DREAM	Dick & Mel Tunney Warner Alliance • Dick Tunney, Melodie Tunney	37.01	13.67	57%	13%	9%	34%	14%
3	24	• 19	LIKE A FATHER SHOULD BE	Kenny Marks w/Kim Hill DaySpring • Kenny Marks, Phil Madeira	34.45	8.09	57%	16%	7%	25%	25%
2	33	• 20	I WILL ALWAYS COME BACK TO YOU	First Call Myrrh • Michael Dan Emhig, Michael Omartian, Bonnie Keen, Marabeth Jordan	34.26	12.96	55%	23%	4%	27%	25%
2	31	• 21	HE NEVER CHANGES	4 Him Benson • Don Koch, Mark Harris	34.24	12.47	57%	21%	9%	23%	25%
8	19	22	I WILL REMEMBER YOU	Amy Grant Myrrh • Amy Grant, Gary Chapman, Keith Thomas	33.10	-3.82	39%	0%	29%	9%	2%
11	11	23	THAT'S WHAT A BROTHER IS FOR	Michael James Reunion • Bobby Price, Michael James	31.97	-21.68	41%	0%	29%	7%	5%
3	35	• 24	WAITING FOR THE DAY	Billy Sprague Benson • Billy Luz Sprague	29.59	8.56	46%	16%	11%	13%	23%
—	—	• 25	HERE IN MY HEART	Susan Ashton Sparrow • Susan Ashton, Gayla Borders	29.50	22.73	48%	39%	4%	16%	29%
4	23	• 26	SECRET SCARS	Ron David Moore Warner Alliance • Ron David Moore, Bruce Carroll	28.76	1.08	50%	4%	13%	21%	16%
6	22	27	NO ONE LOVES ME LIKE YOU	Billy & Sarah Gaines Benson • Billy Gaines, Joe Hogue	28.10	-1.15	39%	4%	18%	14%	7%
3	36	• 28	AMEN PRAISE AND GLORY	Coram Deo featuring Michael Card Sparrow • Charlie Peacock	24.66	4.78	36%	7%	13%	13%	11%
13	14	29	THE LESS TRAVELED ROAD	Phillip Sandifer Urgent • Phillip Sandifer	23.43	-16.62	38%	0%	13%	23%	2%
5	34	• 30	LISTEN	Truth Benson • Billy Simon, Don Koch	23.06	2.01	27%	0%	18%	7%	2%
2	38	• 31	GRAND FAÇADE	Allies DaySpring • Bob Carlisle, Randy Thomas	21.92	3.33	39%	4%	4%	14%	21%
10	15	32	LOVE	Vince Ebo Warner Alliance • Vince Ebo, Scott Macleod, Trace Scarborough	20.54	-19.24	29%	0%	11%	13%	5%
6	32	33	IN MY FATHER'S HOUSE	Dallas Holm Benson • Dallas Holm	19.95	-1.52	32%	2%	13%	14%	5%
—	—	• 34	TAKE ME THERE	Imperials Star Song • Julius Drummin, Ty Lacy, Bill Cantos	19.41	3.72	34%	5%	5%	14%	14%
3	37	35	THERE WAS LOVE	Charlie Peacock Sparrow • Charlie Peacock	18.96	-0.34	20%	0%	11%	5%	4%
—	—	• 36	THE HOUSE OF THE LORD	David Roberson Pakaderm • Glen Veenstra	18.91	5.65	30%	5%	9%	11%	11%
—	—	• 37	ALL I NEED	Lavine Hudson Sparrow • Phil Collins, Lamont Dozier	18.47	2.34	27%	2%	7%	14%	5%
—	—	• 38	TO FORGIVE	Al Denson Benson • Dave Clark, Al Denson, Don Koch	18.14	6.90	29%	5%	5%	11%	13%
4	40	• 39	FROM LOVE TO LOVE	Babbie Mason Word • Babbie Mason, Donna Douglas	17.52	1.12	30%	4%	5%	18%	7%
12	21	40	IN THE LIKENESS OF YOU	Petra DaySpring • John Lawry	17.15	-14.70	25%	0%	11%	11%	4%

CONTEMPORARY CHRISTIAN MUSIC

WO	LO	TW	TITLE Artist • Label	Pts	%On	%H	%M	%L
—	—	1	SOMETIMES BY STEP Rich Mullins • Reunion	78.97	85%	68%	12%	5%
—	—	2	SHADE FOR THE CHILDREN Steve Camp • Sparrow	74.18	80%	58%	18%	4%
—	—	3	FROM GENERATION 2 GENERATION Benson Artists • Benson	70.02	74%	60%	11%	3%
—	—	4	TAKE THE TIME Michael English • Warner Alliance	61.26	68%	43%	19%	5%
—	—	5	A FRIEND LIKE U Geoff Moore & The Distance • ForeFront	58.98	61%	48%	9%	3%
—	—	6	CAN'T LIVE WITHOUT JESUS Jon Gibson • Frontline	57.80	60%	40%	18%	1%
—	—	7	THIS LOVE Margaret Becker • Sparrow	54.90	56%	45%	9%	1%
—	—	8	JESUS AND ME Glen Campbell • New Haven	52.07	66%	38%	18%	9%
—	—	9	THE GREAT ADVENTURE Steven Curtis Chapman • Sparrow	49.34	64%	24%	24%	15%
—	—	10	TWO DIFFERENT LIFESTYLES BeBe & CeCe Winans • Sparrow	41.66	46%	27%	16%	3%
—	—	11	HOLY FIRE Two Hearts • Star Song	38.14	54%	17%	27%	9%
—	—	12	YOU'VE GOT A WAY Kathy Troccoli • Reunion	34.18	46%	15%	21%	10%
—	—	13	ALONE IN LOVE Lisa Beville • Vireo	34.10	43%	14%	22%	7%
—	—	14	LET MY HEART BE THE FIRST TO KNOW Michael Omatian • Myrrh	33.85	39%	26%	9%	4%
—	—	15	THAT'S WHAT A BROTHER IS FOR Michael James • Reunion	33.83	41%	28%	10%	3%
—	—	16	SECRET SCARS Ron David Moore • Warner Alliance	32.92	53%	15%	25%	12%
—	—	17	SAY THE WORD White Heart • Star Song	31.86	56%	5%	30%	20%
—	—	18	AMEN! PRAISE AND GLORY Coram Deo featuring Michael Card • Sparrow	31.71	44%	20%	15%	9%
—	—	19	HALLELU YAHWEH Marilyn McCoo • Warner Alliance	31.59	43%	9%	25%	9%
—	—	20	LIKE A FATHER SHOULD BE Kenny Marks w/Kim Hill • DaySpring	29.99	48%	7%	20%	21%
—	—	21	I WILL REMEMBER YOU Amy Grant • Myrrh	29.33	35%	22%	10%	3%
—	—	22	LOVE IS SACRIFICE Rob Frazier • Urgent	29.21	32%	16%	14%	2%
—	—	23	HE NEVER CHANGES 4 Him • Benson	27.19	43%	6%	20%	17%
—	—	24	TAKE THESE BURDENS Janet Paschal • Word	26.88	32%	26%	4%	2%
—	—	25	THE LESS TRAVELED ROAD Phillip Sandifer • Urgent	26.56	39%	16%	19%	4%
—	—	26	LET THE DREAMERS DREAM Dick & Mel Tunney • Warner Alliance	24.24	34%	5%	20%	9%
—	—	27	I WILL ALWAYS COME BACK TO YOU First Call • Myrrh	23.32	36%	2%	15%	19%
—	—	28	WAITING FOR THE DAY Billy Sprague • Benson	22.58	34%	7%	11%	16%
—	—	29	SING, CHILDREN, SING Steve Green • Sparrow	22.39	33%	16%	14%	3%
—	—	30	NO ONE LOVES ME LIKE YOU Billy & Sarah Gaines • Benson	21.86	28%	13%	11%	4%
—	—	31	HERE IN MY HEART Susan Ashton • Sparrow	21.40	34%	3%	9%	22%
—	—	32	FROM LOVE TO LOVE Babbie Mason • Word	20.65	31%	12%	12%	7%
—	—	33	ANYTHING Kellye Huff • Giant	19.14	35%	4%	19%	12%
—	—	34	GRAND FAÇADE Allies • DaySpring	19.00	32%	4%	13%	15%
—	—	35	IN MY FATHER'S HOUSE Dallas Holm • Benson	18.34	28%	9%	15%	4%
—	—	36	LISTEN Truth • Benson	18.29	21%	11%	9%	1%
—	—	37	I'M STILL HERE Bruce Carroll w/Twila Paris • Word	18.04	26%	13%	8%	5%
—	—	38	ALL I NEED Lavine Hudson • Sparrow	17.54	24%	8%	12%	4%
—	—	39	IN THE LIKENESS OF YOU Petra • DaySpring	16.81	26%	10%	7%	9%
—	—	40	TO FORGIVE Al Denson • Benson	15.00	25%	3%	9%	13%
—	—	41	THE HOUSE OF THE LORD David Roberson • Pakadern	14.55	21%	6%	9%	6%
—	—	42	TAKE ME THERE Imperials • Star Song	13.98	23%	3%	10%	10%
—	—	43	LORD OF MY LIFE Rick Crawford • Word	13.89	20%	5%	10%	5%
—	—	44	HAPPY TO KNOW JESUS Jon Gibson • Frontline	13.28	17%	12%	4%	1%
—	—	45	LOVE Vince Ebo • Warner Alliance	13.01	16%	6%	7%	3%
—	—	46	CROSS MY HEART Michael W. Smith • Reunion	12.54	16%	6%	9%	1%
—	—	47	TIME WILL TELL Out of the Grey • Sparrow	12.50	16%	6%	8%	2%
—	—	48	THE COLORS OF YOUR LOVE The Archers • Reunion	12.06	18%	11%	4%	3%
—	—	49	GLORY IN THE HIGHEST Annie Herring • Sparrow	12.04	18%	8%	7%	3%
—	—	50	THERE WAS LOVE Charlie Peacock • Sparrow	12.00	11%	6%	3%	2%



SUSAN ASHTON

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