

BRIEFS...

Max Lucado has signed a contract with W Publishing Group outlining new releases through 2006. In addition to three new works, ancillary products will be created as part of an overall brand-building effort for the author.

Jesus Video Project America is partnering with Prison Fellowship Ministries' "Operation Starting Line" to help ensure each prison chaplain throughout the United States has a *Jesus* video to share with inmates, as well as their families. The special video edition features an introduction from Chuck Colson with special "Operation Starting Line" packaging.

Crossway Bibles and Olive Tree Bible Software have entered an agreement to include *The Holy Bible, English Standard Version* translation in the *BibleReader* software. For more information, go to www.crosswaybibles.com.

Editorial Concordia, the Spanish division of Concordia Publishing House, has released its first VBS in Spanish and Spanish-English versions. *Odiseas en el mar (Sea Odysseys)* is written for Hispanic children ages 3 to 11.

Turning Point Media Relations has moved into new quarters. The new address is 124A First Ave. South, Franklin, TN 37064. The phone number is (615) 261-1818, and the fax number is (615) 261-1817. E-mail addresses are the same.

The CBN video animation *The Storm*, the second episode of the "Storyteller Café" series, has been accepted for nomination on the voting ballot for the Daytime Emmy Awards. Nominations voted for on the ballot will be made public later this month. Tyndale Kids and Tyndale Entertainment produced the series in partnership with CBN.

Spring Arbor Distributors announced its First Impressions program in which retailers will receive select pre-release books in galley form to help them be more informed about new releases.

Retailer's choice: Sparrow, Nelson

By Jessica Mastrapa

Sparrow Records dominated the music categories during the second annual Retailers' Choice Awards program, winning awards in the Adult Contemporary, Inspirational, Rock/Alternative and Praise and Worship categories.

A total of 16 awards were presented—11 to publishers and five to music companies in 15 categories, with a tie in the Best Series category.

The event was held Jan. 30 at the Westin Hotel in downtown Indianapolis as part of CBA Expo week. The program, sponsored by *Christian Retailing* and its parent company Strang Communications, honors the best in books and music for 2001 as determined in voting by retail stores.

"These four awards are very exciting to everyone at Sparrow... everyone involved in creating and delivering this music knows the retailer has so many choices on what to stock, promote and support in their stores, and are honored that these artists and projects would be selected among the best in Christian stores," said Greg Bays, vice president of sales at Sparrow Records, who accepted the awards the night of the show.

"We know Christian retail shares our vision to impact culture with the gospel through



Greg Bays with Sparrow Records' four awards.

music, and are very humbled to be recognized by our retail partners in this way," he continued. "Retailers are on the frontlines, making a direct impact on individuals every day—they interface with the consumer, with a chance to put a CD, a Bible, a book or something else—into the hands of people who need to hear the message."

Another big winner was Thomas Nelson Publishers, topping the book category in Charismatic, Christian Living and Self Improvement categories.

Upon accepting the fiction award for *The Mark*, an emotional Dan Balow of Tyndale House Publishers dedicated the award to Frank Muller, narrator of the "Left Behind" audiobooks, who recently was in a life-threatening motorcycle accident.

"It was a bitter-sweet moment, winning an award and knowing that a valuable team member is

fighting to regain his life was an emotional time," said Balow, who the night of the program told the audience that Muller's injuries were so severe that he has to learn to talk again.

Singer/songwriter Charles Billingsley was host of the ceremony. Retail store owners Wade Holbrook of Jericho Music & More in Fort Wayne, Ind.; Kay Eaton of Gideon's Trumpet in Minot, N.D.; Geni Hulsey of The Garden Bookstore in Houston; Wayne Pence of Living Waters Christian Bookstores in Kokomo, Ind.; Dave Bartenhagen and his daughter Marcia of The Bible Book Store in Williston, N.D.; Martha Hoepfner of The Promise in New Haven, Ind.; and Tim Freeman of The Word Bookstore in Gaylord, Mich. presented the awards.

Live performances were given by popular artists Erin O'Donnell, who sang three songs from her latest release, *No Place So Far*; Geoff Moore who sang from his upcoming release *Beautiful Sound*, including the first radio single "All I Want"; Bobby Michaels; Joy Williams; and the 2001 Female Artist of the Year Dove Award winner Nicole Nordeman.

Billingsley closed the evening with a rendition of "The Lord's Prayer."

The Winners

Books: Fiction, *The Mark* by Tim LaHaye and Jerry Jenkins (Tyndale); **Children's**, *NirV Adventure Bible for Young Readers* (Zonderkidz); **Non-fiction**, *The Wounded Spirit* by Frank Peretti (W Publishing); **Evangelism**, *The Case for Faith* by Lee Strobel (Zondervan); **Devotionals**, *Night Light* by James Dobson (Multnomah); **Best Series**, The "Bible Cure" booklets by Dr. Don Colbert (Siloam Press) and "Hugs" (Howard Publishing); **Charismatic**, *The God Catchers* by Tommy Tenney (Thomas Nelson); **Bibles**, *Women of Faith Study Bible* (Zondervan); **Christian Living**, *Wild at Heart* by John Eldredge (Thomas Nelson); **Self Improvement**, *Lord, I Want to Be Whole* by Stormie Omartian (Thomas Nelson).

Music: Adult Contemporary, *Oxygen* by Avalon (Sparrow); **Inspirational**, *Let My Words be Few* by Phillips, Craig and Dean (Sparrow); **Praise & Worship**, *One Day Live by Passion* (Sparrow); **Rock/Alternative**, *Shine ... The Hits* by Newsboys (Sparrow); **Southern Gospel**, *I Do Believe* by Gaither Vocal Band (Spring Hill).

Kmart bankruptcy impacts Thomas Nelson Inc. fiscal year

Thomas Nelson Inc. took a 19-cents-per-share charge to earnings as a result of \$4.4 million owed by Kmart, which has filed for bankruptcy.

The company took a charge to earnings to reserve this amount for the third quarter, which ended Dec. 31, 2001. Any monies recovered will be recorded as income when received.

Although Thomas Nelson Inc.'s third quarter net revenues for the three months ending Dec. 31 showed a 12.5% increase (\$54.4 million last year to \$61.2 million this year), net income from continuing operations, including the 19 cents-per-share charge, was down 12.8% (\$1.9 million, compared to \$2.2 million for the same period last year). Basic earnings per share were 13 cents, compared with 15 cents in last year's third quarter.

Net revenues for the nine months through Dec. 31 increased 3.8% (\$165.3 million from \$159.3 million reported a year ago).

Net income from continuing operations was \$5.7 million, including the Kmart charge, this year versus \$7.1 million last year, a decline of 20%. Basic earnings per share from continuing operations were 40 cents, compared to 50 cents in the comparable period.

"We've taken a conservative stance in reserving against our maximum exposure to the Kmart bankruptcy," said Thomas Nelson

Inc. President-CEO Sam Moore. "Kmart represents less than 3% of the company's revenues for this year. We don't expect this exposure to have a material impact on the long-term profitability of the company."

The company has resumed product shipments on a current payment basis to Kmart stores.

The company recognized a loss from discontinued opera-

tions (\$55.9 million for the nine months ended Dec. 31, compared to \$8.5 million last year). These losses from discontinued operations represent the gift product business and include the sale of C.R. Gibson Co. and Ceres Candles and Gifts last year. As a result, the net loss for the first nine months of the current fiscal year is \$50.2 million compared to a loss of \$1.3 million last year.

Industry Events

Date	Event	Location	Phone number
March 7-9	CBA Future of the Industry 2002	Colorado Springs, Colo.	(800) 252-1950
March 14-15	ECPA Editors Conference	Nashville, Tenn.	(480) 966-3998
March 15-16	Offinger's Handcrafted Marketplace	Columbus, Ohio	(740) 452-4541
March 16-18	Dallas Int'l Gift & Home Accessories Market	Dallas	(914) 421-3200
March 17-19	Chicago Gift & Home Market	Chicago	(312) 527-4141
April 27-May 1	ECPA Think Global Seminar II	Colorado Springs, Colo.	(480) 966-3998
May 5-7	EC Directions Technology Conference	San Antonio, Texas	(480) 966-3998
May 16-21	Expolit	Miami	(305) 592-6136
May 19-22	National Stationery Show	New York City	(914) 421-3200
July 13-18	CBA International Convention	Anaheim, Calif.	(800) 252-1950
Aug. 18-20	Northeast Christian Booksellers Convention	Springfield, Ma.	(781) 449-1500
Nov. 2-6	ECPA INDIE 600—Retailers invited	TBA	(480) 966-399