COUNTRY AIRCHECK Weekly
CELEBRATING 10 YEARS
August 22 2016, Issue 513

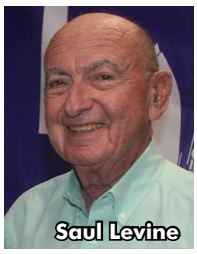
LA: Country Can Survive

When **Country Aircheck**'s first issue bowed 10 years ago (see next story), the big news was **KZLA/Los Angeles**' flip to Rhythmic AC as "Movin' 93.9," leaving the nation's second biggest market without a Country station. A decade on, **Country Aircheck** takes a deeper look at the L.A. market, now served by Mt. Wilson's **KKGO**.

Rick Cummings

At the time of KZLA's flip, Emmis President/Radio **Rick Cummings** cited a $28 million revenue peak and declining ratings in an increasingly ethnic market as reasons for the change. "When you're 20th in a flat or shrinking revenue market, you simply don't get bought by key advertisers," he said. "We do a ton of direct retail business and produce results. But when you're that far down on the ranker, the direct business can't compensate for what you lose with agencies."

Go In Country: None of that swayed **Mt. Wilson** from flipping Tijuana-based **XSUR-AM/San Diego** to Country two months later (CAW 10/16/06), bringing back KZLA staffers **Brian Douglas, Whitney Allen** and **Paul Freeman**. Then-GSM **Kane Biscaya** said the signal served much of the LA market, and research showed significant listening from southern LA County and Orange County. In December, the company added a simulcast on **KKGO-AM** (CAW 11/20/06) and in February swapped that with Classical KMZT to bring Country back to FM (CAW 2/26/07). Former KZLA staffers **Tonya Campos** and **Shawn Parr** joined as APD/MD/midday personality and morning host, respectively.


Saul Levine

Ironically, owner **Saul Levine** cited declining revenues for the Classical station as his reason for the swap, saying he'd be "absolutely delighted" with

(continued on page 11)

Let's Go Meets: **SG/Varvatos/Dot's Zac Brown Band at New York's Citi Field stop of the *Black Out The Sun Tour*. ZBB also played Fenway Park over the weekend. Pictured are (l-r) ZBB's Chris Fryar, Jimmy De Martini, Coy Bowles and Clay Cook, WNSH's Jesse Addy, Zac Brown, WNSH's John Foxx and the band's Matt Mangano, John Driskell Hopkins and Daniel de lose Reyes.**

One Week, 10 Years Ago

Two men, a coffee shop and less than a week to create a new radio and music industry trade. So goes the story of the very first issue of the publication you're now reading, which came out exactly 10 years ago (8/22/2006).

The year was 2006 and *Billboard* acquired *Radio & Records*, where Country Editor **Lon Helton** had covered the format for more than 23 years. He and three-year Associate Editor **Chuck Aly** saw an opportunity.

"The idea was to create a publication to continue the radio and records content formula that worked so

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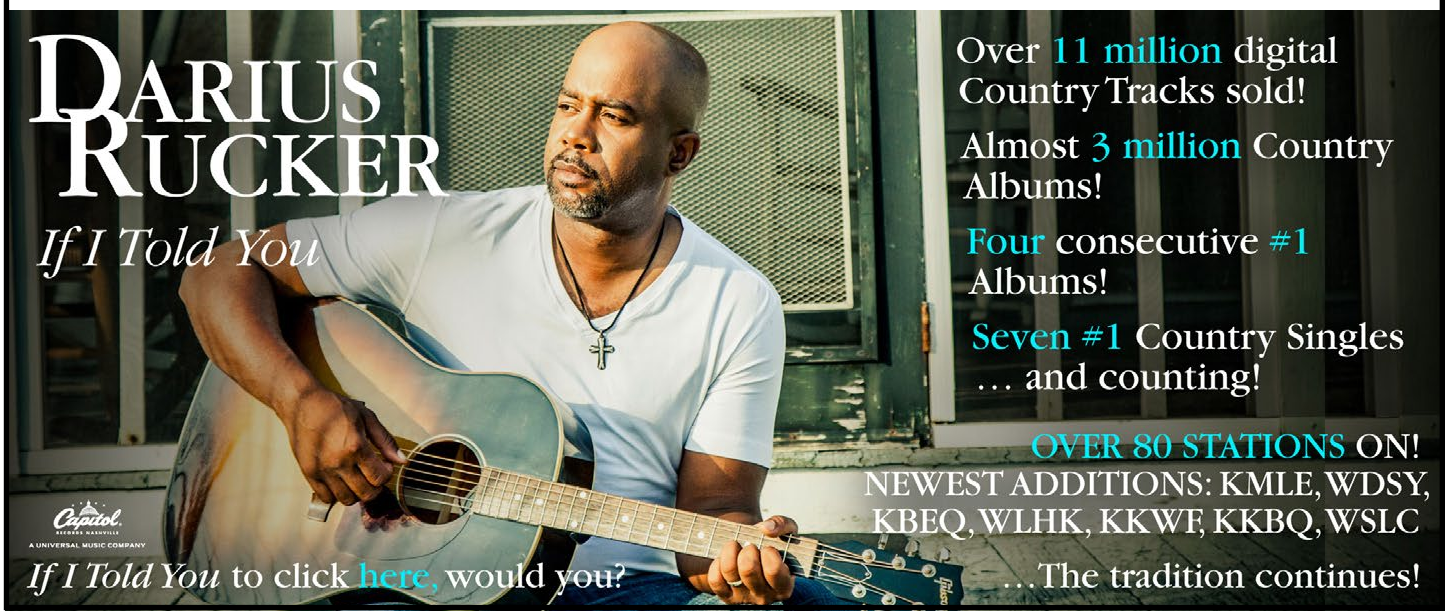

CHRIS LANE

FOR HER

FOLLOW UP TO HIS #1 SMASH *FIX*

"THIS IS THE ONE! LOVED FIX BUT THIS SONG GRABBED ME THE FIRST TIME I HEARD IT OFF THE FIVE SONG EP. IT SHOWS CHRIS' INCREDIBLE RANGE... A NO BRAINER."

– TOM HANRAHAN/WDXB

"ON AN ALBUM FILLED WITH HITS, *FOR HER* IS BY FAR MY FAVORITE. WJVC WAS A LEADER IN SPINS ON FIX AND WE PLAN ON PLAYING ANOTHER GAME OF CATCH ME IF YOU CAN ON THIS ONE! MONSTER!!!"

– PHATHEAD/WJVC

HAPPY 10TH ANNIVERSARY

COUNTRY AIRCHECK

well at *R&R* while carrying the Mediabase charts," Helton recalls, noting the new *R&R* replaced Mediabase with BDS charts. "A key moment was Mediabase agreeing we could carry its chart. We worked on our last *R&R HotFax* on Aug. 14."

Our & Our: Helton and Aly resigned the next day (8/15) and moving out was an all-night job. "We left the *R&R* building at about 3am," Helton says. "The bad news was we had to put out our first issue one week later. We couldn't let the industry get used to us not being around. We settled in at the Edgehill Café the next afternoon because it had internet." Armed with web access, the two-man company still lacked a name, sales person, graphic designer or immediately apparent story ideas.

The latter concern was solved that Thursday (8/17/06) when KZLA/Los Angeles flipped to Rhythmic AC after 25 years in the format (see page 1). "While bad news for the format and industry, a big story like that was an opportunity for us to show our continued commitment to thorough, on-point coverage of the business," Aly notes. "So Lon got Emmis President/Radio Rick Cummings on the phone, despite the fact that Cummings was on vacation, for that first lead story."

The first lead story ... of what, exactly? The company still didn't have a name. Brainstorming industry lingo, Aly came up with "aircheck" for its resonance with broadcasters and double meaning. "If you think about it, we are kind of checking the air in the country business," he explains. "What's on the air? Check the charts. It's not genius, but it's all I had. Lon wasn't a fan."

Construction Company: Absent better ideas, Helton acquiesced to the name and turned to more pressing matters, including writing the top story, figuring out sales and finding a designer. Former R&R salesperson Jennifer Switzer handled sales the first couple weeks until Mary Forest Findley (née Campbell) joined. Design was proving to be a tougher problem, however. Less than 24 hours from chart day – Monday – there was no solution in sight.

"Sunday afternoon, 10 minutes before closing, I stood in the middle of the Apple Store in Green Hills and yelled, 'Does anybody here know how to layout text and have tomorrow off?'" One store employee, a Vanderbilt student, raised his hand. "I told him, 'I'll give you $20 an hour to come to my house tomorrow and do this,'" Helton recalls. "And he did!"

Unfortunately the young student had bitten off more than he could chew. "This guy had no idea what he was doing," Aly says. "I knew more about design than he did, and that's a pretty low bar." Design issues were complicated by an amazing response from the record community. Fortunately, advertising clients – and there were many early supporters (see them here) – were submitting their own ads and using freelance designers. Design for the first issue ultimately came down to Aly and a lengthy phone consultation with his friend and singer-songwriter Pete Stringfellow. "Luckily, he lives in California, which is two hours behind us. It was after 5am when we got done."

Lon Helton and Chuck Aly

"We walked outside and the sun had come up," Helton adds. "We just looked at each other and high-fived. It was like, 'Oh my God, we actually did this.'"

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KELSEA BALLERINI

"PETER PAN" IS *FLYING*!

3* CA / MB 3* BB

#1 AUDIENCE INCREASE +4,847,000

#2 SPIN INCREASE +718

#2 POINT INCREASE +2444

"PETER PAN" - GOLD "LOVE ME LIKE YOU MEAN IT" - PLATINUM "DIBS" - GOLD

POWER PETER PAN UP TODAY!

BLACK RIVER ENTERTAINMENT

MY TUNES: MUSIC THAT SHAPED MY LIFE

Runaway June

Wheelhouse's **Runaway June** discuss their most influential music:

1. O Brother, Where Art Thou?: (RJ's Naomi Cooke) When that movie came out, a friend gave me the soundtrack. At the time I was singing classical music. I fell in love with Alison Krauss right then and there. That's what made me start singing country music.

2. Garth Brooks' "The Dance": (RJ's Jennifer Wayne) The song floored me. Of course I love everything Garth does – but that song in particular just did it for me. And he put my grandparents in the music video, so that was really neat for me.

3. Grace Potter And The Nocturnals' "Big White Gate": (Hannah Mulholland) When this song came out, I was trying to figure out if I should keep doing music. It's about her grandmother on her deathbed, and there's a line that says "Nurse, bring me my guitar. One more song before I go." And I had an epiphany: if you died tomorrow, it's so important to have done what you loved every single day.

4. Patty Griffin's "Rain": (JW) When I first heard it, I had just moved to town and started songwriting. That song was everything I wanted to be as an artist. I'm a huge fan of hers.

5. Dolly Parton: (NC) I feel like she and I have had similar things happen in our childhood and she's been a big influence on me. She's a role model and I love everything about her.

• **Highly regarded music you've actually never heard:** (NC) I haven't heard all of Chris Stapleton's *Traveller*. That's really embarrassing, but I haven't yet.

• **"Important" music you just don't get:** (NC) I cannot get on board with any serious rap music made in the last 10 years. The content used to be smart and people had something to say – a message. It doesn't talk about important issues anymore. I like old-school rap.

• **An album you listened to incessantly:** (HM) Carole King's *Tapestry*. Those songs are timeless.

• **An obscure or non-country song everyone should listen to right now:** (HM) The New Radicals' "You Get What You Give." You cannot be in a bad mood when you listen to that song.

• **Music you'd rather not admit to enjoying:** (HM) The *Rent* soundtrack. (JW) Justin Bieber's *Purpose*. (NC) One Direction. But I am not ashamed.

The new publication still had to be sent, however. Earlier in the week a local web company had built a landing page through which people could subscribe. "Somehow, in the tiny window between the site going live and me testing it, Steve Giuttari (now PD at WFMS/Indianapolis) signed up," Aly marvels. "So I am subscriber No. 2. Steve is No. 1." The first issue of **Country Aircheck**, thought dated for Aug. 21, was pushed out to around 700 subscribers at 9:30am Tuesday, Aug. 22, 2006, six short days after Helton and Aly quit *R&R*.

Rest Is History: Frantic first week aside, Helton and Aly didn't put much thought into long-term success or failure, focusing primarily on the tasks at hand. "I wouldn't say we were scared, but we certainly knew we were in the ocean without a life raft," Helton surmises. "I'd quit a job I'd held for 23 years and Chuck had given up a great job. We had to make this work. Maybe we were just too dumb to think it wouldn't."

Keeping the transition seamless for readers worked. "We published our last *HotFax* one week and the first **Country Aircheck** the next," Aly says. "Maybe it looked a little different, but our analysis of the big change in L.A., our news coverage and the charts were exactly what people expected and were used to from us. We've been striving to meet and exceed that standard ever since."

Reach Helton here and Aly here. Read **Country Aircheck** Issue No. 1 here and look for the full story of the company's launch in our 10th anniversary print special, out next month. *–Russ Penuell*

Chart Chat

Congrats to **Shay Mooney, Dan Smyers, Kevin Herring, Chris Palmer, Tom Martens** and the whole **WAR** staff on scoring this week's No. 1 with **Dan + Shay**'s "From The Ground Up." The song is the first single from their album *Obsessed*, which bowed in June.

And kudos to **Bobby Young** and the **Capitol** crew on notching 36 adds for **Keith Urban**'s "Blue Ain't Your Color," topping this week's board.

News & Notes

Adams Radio and **Bravo Mic Communications** have dropped **Nielsen** and contracted **Eastlan** as its vendor in Las Cruces, NM. Affected Country stations include Adam's **KGRT** and Bravo Mic's **KXPZ**. More here.

WMZQ/Washington has added **Sun**'s *The Country Club with* ***Dee Jay Silver***.

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Brandy Clark

"'LOVE CAN GO TO HELL' NAILS THE SADNESS AND ANGER OF THE POST-LOVE LIFE OVER A PRETTY BED OF LAYERED ACOUSTIC INSTRUMENTS AND A CHUGGING GROOVE."

RollingStone

"THERE ARE FEW SONGWRITERS IN NASHVILLE WHO CAN DESCRIBE THE EMOTIONAL IMPACTS OF LOVE AND LIFE AS WELL AS CLARK. ON HER LATEST SINGLE, SHE EXPERTLY DESCRIBES THE PAIN THAT COMES AFTER A LOVE AFFAIR ENDS, ALONG WITH THE MIXTURE OF APPRECIATION AND YEARNING FOR WHAT ONCE WAS."

WIDE OPEN COUNTRY

IMPACTING SEPTEMBER 12TH

WARNER MUSIC NASHVILLE PROMOTION

SLATE CREEK RECORDS

DMR/Interactive and **Texas A&M University**'s Digital Media Research And Development Lab have partnered for *The Download On Podcasting*, a series of reports based on a study of the podcasting space over the 2016-17 academic year. Contact DMR/Interactive to participate here.

Rodney Crowell, **Vince Gill** and **Ashley Monroe** are among the artists performing at the *3rd Annual Celebrity Barn Dance* to benefit **Music Health Alliance** Oct. 29 in Thompson's Station, TN at The Jaeckle Centre. Tickets and info here.

Songwriter/producer/musician **Nathan Barlowe** has signed an exclusive songwriting agreement with **Big Machine Music** and **Red Bull Records**.

The **RIAA** has issued platinum certification for **Thomas Rhett**'s second **Valory** album *Tangled Up*.

Music promoter **Rob Potts** launched **Fangate Music**, a joint label with **Sony Music Entertainment Australia**.

One Day: Warner Bros. WAR's Dan + Shay celebrate their No. 1 "From The Ground Up." Pictured are (l-r) the label's Anna Cage, D+S' Dan Smyers, WAR's Jessica Rouse, D+S' Shay Mooney and WAR's Chris Palmer.

Seek & Employ

Available Jobs

Here's a list of job seekers and open gigs. Not listed? Send info here and we'll include you in a future update.

Adams' **WKHI/Salisbury, MD** has an opening for a PD/air personality. Five years experience with at least two in Country programming is required. Airchecks and resumes here.

Cumulus' **KPLX/Dallas** has a morning host opening. Materials to PD **Mac Daniels** here.

CBS Radio's **KILT/Houston** is searching for an evening talent. A minimum of two years experience is required along with "the swagger to be Houston's only local Country night show." Apply here.

Cumulus/Columbia, MO has an opening for an OM. The cluster includes Country **KBBM (Nash FM)**. Materials to VP/MM **Phil Lewis** here.

Cumulus' **KATM/Modesto, CA** has an opening for a PD. OM **Richard Perry** is accepting airchecks and resumes here.

Valory has an opening for a Southeast Dir./Marketing & Promotion. Materials to SVP/Promotion **George Briner** here.

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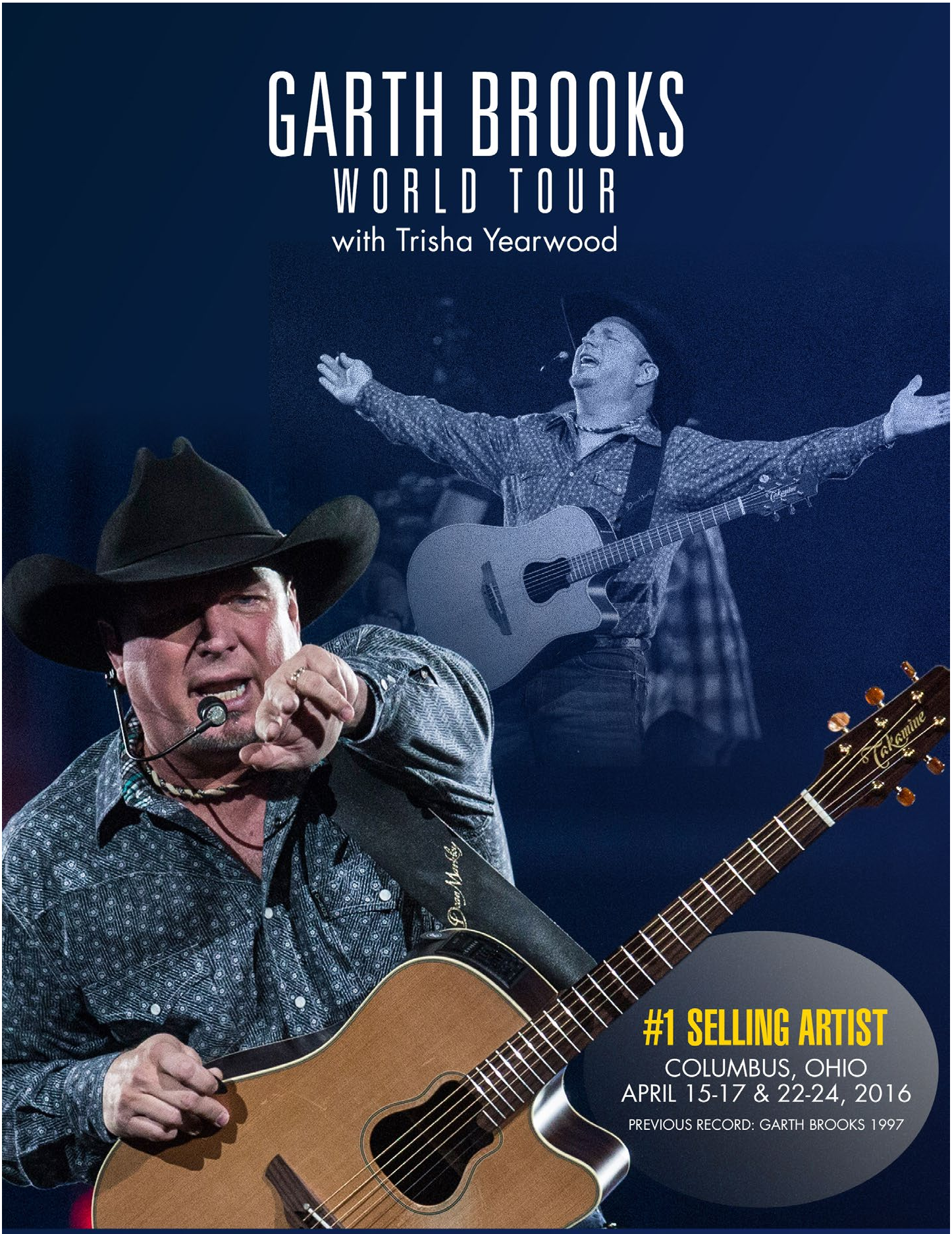
GARTH BROOKS
WORLD TOUR
with Trisha Yearwood



#1 SELLING ARTIST

COLUMBUS, OHIO
APRIL 15-17 & 22-24, 2016

PREVIOUS RECORD: GARTH BROOKS 1997

Presented by Varnell Enterprises • Columbus Arena & Sports Entertainment

iHeartMedia/Huntsville has an opening for a PD for Country **WDRM** and Top 40 clustermate/translator W293AH (Kiss FM). Airchecks and resumes to SVP/Programming Erich West here.

Cherry Creek/Helena, MT has an opening for an OM and PD/morning host for Country **KBLL**. Airchecks and resumes to Group PD **Mark Elliott** here.

Neuhoff's **WFMB/Springfield, IL** has an opening for a morning co-host (CAT 7/28). Airchecks and resumes to PD **Dave Marsh** here.

Cumulus/Grand Rapids is searching for a cluster OM and Country **WTNR (Nash FM)** PD (CAT 7/22). Three years of cluster management experience is required; airchecks, resumes and ratings history here.

Blakeney **WBBN/Laurel, MS** has an opening for morning co-host. Resume and MP3 aircheck here.

Forever **WFGS/Murray, KY** is searching for a PD. "We need a strong leader who can continue to grow the Froggy brand across all platforms," says Dir./Programming **Jared Mims**. Materials to him here.

Cumulus' **WFMS/Indianapolis** is still searching for a «live and local» midday personality. Airchecks and resumes to OM/PD **Stephen Giuttari** here.

Consultant **Phil Hunt** has openings for experienced PDs for future openings at client stations. Materials here.

Cumulus' **WKHX/Atlanta** is searching for an experienced Executive Morning Show Producer for the station's *Cadillac & Dallas*. View an in-depth job description and apply here.

CBS Radio **KMLE/Phoenix** has an opening in mornings, joining existing team *Chris & Nina*. Submit a resume and video here.

CBS Radio's **KNCI/Sacramento** has an opening for a PD (CAT 6/27). At least five years programming experience is required and a four-year degree in a related field is preferred. Apply here.

Searching

Hannah Martin
Former **ACM** Lifting Lives Manager
hnmartin21@gmail.com

Tonya Campos
Former Mt. Wilson **KKGO/Los Angeles** PD
t.campos@sbcglobal.net

Dean Warfield
Former **WSM-AM/Nashville** PD
deanwarfield@comcast.net

Kassidy Stewart
Former **Hart Media/Bullseye** Dir./Promotions & Content
kassidy@goncc.com

Larry "Big Red" Stevens
Former **KGRT/Las Cruces, NM** PD/morning host
breakfastwithbigred@gmail.com

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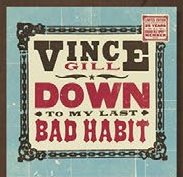
Thank You Vince!

Thank you, Vince Gill, for 25 great years at the Grand Ole Opry and for two incredible three-hour shows celebrating your silver Opry anniversary. Here's to the next 25!

GRAND OLE OPRY®



AVAILABLE NOW

PICK UP A COPY OF VINCE GILL'S CURRENT ALBUM AT THE OPRY SHOP AND EVERYWHERE MUSIC IS SOLD.

OFF THE RECORD: Michael Tyler

Michael Tyler

Reviver's **Michael Tyler** puts an industry spin on the artist interview:

I grew up listening to my hometown station, KAMS/Thayer, MO.

The first time I heard myself on the radio was after my second-ever radio station visit at KMLE/Phoenix. I was on my way back to the airport and then, bam – they started talking about me and played "Crazy Last Night." My first day of radio tour and they're playing my song on the radio! Of course I called my mom right after.

One of the funniest things that's happened so far on my radio tour is, my grandma has been calling both Memphis stations – WGKX and WFLP – and requesting my song. They were like, 'Is this *really* your grandma?' She was doing radio promotion for me.

My favorite person to travel with is my mom. I'm really close with my family and we like to go on road trips. My mom is full of wisdom, whether I want to believe her or not. But she's also my least favorite, because she can just talk forever. Just kidding – love you, mom!

Every time I'm at a truck stop I get Funyuns. I have this weird obsession with them. The last time I was on the road I picked up the Steakhouse Onions Funyuns. It was a great day.

My music travels all over the place. It's not one sound or idea for the whole record. There are songs that were influenced by growing up in a town of 2,000 people, by a girl I've met along the way, and by life experiences. There's one called "Interstate" about a guy in my hometown who lost part of his farm because the government put a road right through it. And others are just good-time party songs.

My last impulse buy was some awesome truck stop pizza. Five dollars for a big slice, or $10 for the whole pizza. I bought the whole pizza.

The most redneck thing I've done lately was skin a turkey for one of my buddies. This was back in the spring during turkey season, of course.

I wish I'd written "Fishing In The Dark" by Nitty Gritty Dirt Band. I was obsessed with that song when I was younger – and I still am. Every time I hear it, it takes me back to the middle of the summer when I had no responsibilities. It was an awesome time in my life.

Kelley Cash
Former **KVOO/Tulsa** personality
kelleycashradio@gmail.com

Brian Hatfield
Former **KYGO/Denver** APD/MD
brianhat@aol.com

Rick Kennis
Former **WGTY/York, PA** Dir./Promotions
rick@rickkennis.com

LA: Country Can Survive

(continued from page 1)

billing over $20 million. He also said it was the advertising agencies that helped convince him. "Every agency in town has said they'll be buying us," he said back then. "A number told us they just didn't appreciate the Country format, had taken it for granted and didn't realize how much they would miss it until it was gone. They told us they'd be supporting us because they want us to stay around."

Reached last week, Levine now says, "When we went with the Country format on KKGO in 2007, the outlook for the format in Southern California was dismal. [Despite] KZLA dropping the format and industry experts saying it could not succeed in this market, KKGO has proved that outlook to be mistaken. We have been successful beyond our own expectations."

Right On The Money: According to BIA/Kelsey, Go Country's earnings have yet to rise to the $20 million level, although they've continued to be up from the $7.1 million KMZT billed in its last full year as Classical. Revenues peaked at $13 million in KKGO's first year, dropping to $12.5 million the following year and averaging close to $10 million since. Last year the station billed $9 million.

In the Winter 2006 Arbitron (still in diary at that point), KMZT had a 0.8 (32) with P12+, and KZLA's last book posted a 1.7. In Spring 2007, KKGO ranked 18th with 1.8. Three years later, the station saw its highest ratings to date in the February 2009 PPM, ranking 11th with a 3.2 (CAW 3/30/09). As noted then, comparing diary to PPM numbers is apples-to-oranges, but the rise was still significant as the station had never ranked higher than 15th. It was the most listened-to in the format nationwide. Still, then-Sr. Mgr./Programming **Charlie Cook** acknowledged

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Perfect 10: Past and present staffers celebrate Country Aircheck's 10-year anniversary at Nashville's City Winery. Pictured are (l-r) Jerry Holthouse, Grace Lenehan, Russ Penuell, RJ Curtis, Chuck Aly, Lon Helton, Jennifer Switzer, Jess Wright, April Johnson, Shelby Farrer, Mary Forrest Findley, Wendy Newcomer, Brad Helton and Kelley Hampton. Among those not pictured are Renée Aly, Erin Duvall, Jeff Green, Stephanie O'Donnell and Lauren Tingle.

CHASE BRYANT
ROOM TO BREATHE
WUSN/Chicago
KKGO/Los Angeles
WKHX/Atlanta
KNCI/Sacramento
WLHK/Indianapolis
WSSL/Greenville
WEZL/Charleston
KATM/Modesto
All NEW this week!!
RED BOW RECORDS
BBR MUSIC GROUP

the challenges in building on the 25-54 numbers. "That demo is heavily Hispanic and very rock-oriented," he said. "And this is a great Rock market with KLOS, KROQ, two CHR stations, KBIG and The Sound (KSWD). A Country station is really at a disadvantage, and there's only so much you can do that isn't going to have an impact on your upper demos, too."

Over the last year, KKGO has averaged a 2.3 share P6+ and an 18 rank. In the July 2016 PPM, the station had a 2.4 (17t). Its highest share to date was April 2009's 3.3 (11t) and it has ranked as high 10th, most recently in Feb. 2014. In July, KKGO was the fourth most listened-to Country station in the U.S., behind KPLX/Dallas, WUSN/Chicago and WNSH/New York. "At various times the KKGO cume has been No. 1 in the entire USA," Levine says. "This last week it was the highest in our history." He adds that the ratings system itself is a challenge. "In my opinion an obstacle has been the erratic performance of Nielsen's PPM measurements, despite issues with the diary method."

With PD Tonya Campos' exit (CAT 7/15), the last of the station's original air staff will be gone once Paul Freeman retires (CAT 8/3). But the "new regime" isn't really new. Morning host Graham Bunn has been on board for nearly two years; Christine Martindale recently returned for afternoons and previously spent three years with the station in middays, which are now being covered by artists a month at a time. So far Cassadee Pope and Dustin Lynch have had those honors, and Easton Corbin takes over in September.

The new PD is longtime Station Mgr. Michael Levine. "In his 11 years with the station Michael proved himself to understand and love the Country format," says the senior Levine. "For the last several years he has been assisting in selecting new music for our playlist. His picks turned out time after time to be good ones. With his youth he has a feel for the direction country music is going. He knows the challenges radio faces entering a digital world. There is a new young generation listening to Country radio, and he is part of that generation. So Michael became our new PD and I am very pleased with the results."

Flip Flop Not: As for Emmis, even with the benefit of hindsight, Cummings is sure the decision was right for the company. *[Ed. Note: The station was eventually LMA'd and sold to Grupo Radio and now carries a Regional Mexican format.]* "Ten years on, it's a lot less emotional than it was back then, in two regards," he says. "One, we hated to abandon the Country franchise. Second, we had just cracked the top 10 with Movin when the decision was made to make the deal with Grupo. I vividly remember saying to Jeff Smulyan, 'But we just hit top 10.' And he said, 'Great, how soon do you think you can do $9 million in cash flow, because that's what I get instantly with this deal?' I replied, 'Well, make your deal.' We just ran out of time.

"The information that prompted us to move away from Country was a research study that noted we were first or second in Orange County and No. 21 or 22 in LA County," he adds. "Unfortunately, LA County is two thirds of the ratings. If we did effective marketing and flawless execution, we had the potential to get to the outer reaches of the top 10. That barely makes it perform well enough to justify staying in the format."

The challenges Country faces in a heavily ethnic market are growing, Cummings contends. And not just in Los Angeles. "In a market the size of New York, there ought to be room for a high-performing Country franchise," he muses. "So we would do the math and eliminate audience groups who are pretty much out of bounds. Every time, we found you could be somewhat successful, but not top five or top seven."

Fishin' In The Dark: Cummings regularly presents a "sushi analysis" to other managers. "A quarter of performing well in ratings is how well you execute," he says. "Three quarters of it is what the brand stands for. If you are not a fan of raw fish, chances are you're not going to a sushi bar no matter how fresh their ingredients are or how nice the presentation is. If you like raw fish and the sushi bar does a great job, you'll go with great frequency. But don't confuse the two."

Cummings isn't surprised larger radio operators haven't taken a run at Country in Los Angeles. "My guess is they go through the same math we did and see even if it's done well, Country is a second or maybe a third tier station. Most big companies have their share of leverage and would need it to perform at a level that is just too challenging. Doesn't mean it can't happen. It's just unlikely.

"We like Saul and are big fans of them keeping Country in the market," he continues. "Perhaps he doesn't need it to perform in terms of cash flow like we did. I wish we still had that station and were doing Country. We were giving it a really good effort creatively and with marketing. I miss having that brand, but the math and makeup of the market made it extremely challenging. We have a Country station in Indianapolis that is just killing it and has been for a while now. I look at that marketplace and think, 'Wow, what a difference.'" *–Jess Wright, Lon Helton, Chuck Aly* **CAC**

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LW	TW	Artist/Title (Label)	Total Points	+/- Points	Total Plays	+/- Plays	Audience	+/- Aud	Stations	ADDS
3	1	**DAN + SHAY**/From The Ground Up (Warner Bros./WAR) ✔	28997	2290	8409	660	56.265	4.099	159	0
2	2	**SAM HUNT**/Make You Miss Me (MCA)	28112	1319	8129	397	55.923	3.433	159	0
5	3	**KELSEA BALLERINI**/Peter Pan (Black River) ✔	26649	2444	7737	691	53.131	4.847	159	0
4	4	**JAKE OWEN**/American Country Love Song (RCA)	25684	950	7650	269	50.961	1.766	159	0
8	5	**JUSTIN MOORE**/You Look Like I Need A Drink (Valory) ✔	21116	2050	6290	645	41.5	4.149	158	0
9	6	**DIERKS BENTLEY f/E. KING**/Different For Girls (Capitol) ✔	21071	2883	6110	889	40.618	4.191	158	0
1	7	**JON PARDI**/Head Over Boots (Capitol)	18218	-9965	5267	-3104	38.224	-15.824	159	0
6	8	**CHRIS LANE**/Fix (Big Loud)	18025	-5649	5250	-1543	35.773	-12.275	157	0
10	9	**BLAKE SHELTON**/She's Got A Way With... (Warner Bros./WMN)	17977	1268	5193	432	35.564	1.917	155	1
12	10	**TUCKER BEATHARD**/Rock On (BMLG/Dot)	15471	1568	4637	502	29.357	2.233	150	0
15	11	**WILLIAM MICHAEL MORGAN**/I Met A Girl (Warner Bros./WMN)	14936	1608	4574	404	28.848	3.098	153	2
13	12	**LOCASH**/I Know Somebody (Reviver)	14834	1087	4336	331	28.878	2.668	156	2
16	13	**BILLY CURRINGTON**/It Don't Hurt Like It Used To (Mercury)	14428	1500	4198	432	29.152	3.593	155	0
14	14	**ZAC BROWN BAND**/Castaway (SG/Varvatos/Dot)	14178	755	4178	192	28.126	2.044	155	0
20	15	**KENNY CHESNEY f/P!NK**/Setting The... (Blue Chair/Columbia)	13291	2029	3753	640	27.426	4.312	158	0
19	16	**COLE SWINDELL**/Middle Of A Memory (Warner Bros./WMN)	13225	1731	3707	475	26.869	3.192	157	2
11	17	**KIP MOORE**/Running For You (MCA)	12907	-1122	3825	-355	24.919	-1.432	157	0
23	18	**LUKE BRYAN**/Move (Capitol) ✔	12534	2339	3539	687	24.708	4.199	151	8
18	19	**BIG & RICH f/TIM MCGRAW**/Lovin' Lately (B&R/New Revolution)	12526	723	3826	167	23.586	1.333	152	0
21	20	**BRETT YOUNG**/Sleep Without You (BMLGR)	12417	1358	3506	404	22.325	2.427	151	2
22	21	**MIRANDA LAMBERT**/Vice (RCA)	11522	1081	3147	286	23.228	3.244	154	2
26	22	**JASON ALDEAN**/A Little More Summertime (Broken Bow)	10364	985	3093	292	18.144	1.704	153	5
24	23	**DRAKE WHITE**/Livin' The Dream (Dot)	10079	498	2917	123	17.716	0.89	152	2
27	24	**OLD DOMINION**/Song For Another Time (RCA)	8459	677	2370	223	15.542	1.309	148	5
28	25	**MAREN MORRIS**/80s Mercedes (Columbia)	8047	526	2290	121	14.566	0.82	152	4

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LW	TW	Artist/Title (Label)	Total Points	+/- Points	Total Plays	+/- Plays	Audience	+/- Aud	Stations	ADDS
29	26	**GRANGER SMITH**/If The Boot Fits (Wheelhouse)	8000	479	2369	105	13.046	0.678	153	2
30	27	**TIM MCGRAW**/How I'll Always Be (Big Machine)	7925	949	2284	284	15.926	2.121	147	4
25	28	**JENNIFER NETTLES**/Unlove You (Big Machine)	7710	-1687	2234	-452	13.641	-2.726	154	0
31	29	**BROTHERS OSBORNE**/21 Summer (EMI Nashville)	6874	148	2116	48	9.285	0.338	146	3
32	30	**BRETT ELDREDGE**/Wanna Be That Song (Atlantic/WMN)	6198	362	1705	78	11.203	0.898	132	7
33	31	**CHRIS STAPLETON**/Parachute (Mercury)	5483	253	1675	50	7.137	0.372	142	1
35	32	**HIGH VALLEY**/Make You Mine (Atlantic/WEA)	4984	221	1365	63	7.574	0.353	112	1
34	33	**THOMAS RHETT**/Vacation (Valory)	4930	134	1478	17	8.051	0.394	114	0
36	34	**JERROD NIEMANN & LEE BRICE**/A Little More Love (Curb)	4700	3	1377	-1	6.199	0.033	119	1
37	35	**CHRIS JANSON**/Holdin' Her (Warner Bros./WAR)	3809	153	1163	58	5.279	0.508	116	2
AIRBORNE		**FLORIDA GEORGIA LINE f/TIM MCGRAW**/May We All (BMLGR)	3797	1312	1083	384	6.557	2.219	101	28
38	37	**CHRIS YOUNG f/V. GILL**/Sober Saturday Night (RCA)	3463	321	975	76	5.392	0.724	103	3
39	38	**LANCO**/Long Live Tonight (Arista)	3422	417	865	115	4.601	0.774	91	8
AIRBORNE		**MICHAEL RAY**/Think A Little Less (Atlantic/WEA)	3198	210	968	62	4.886	0.459	95	5
40	40	**DUSTIN LYNCH**/Seein' Red (Broken Bow)	3191	203	965	65	3.7	0.055	105	5
42	41	**CRAIG CAMPBELL**/Outskirts Of Heaven (Red Bow)	2875	94	978	20	4.218	0.409	98	1
46	42	**THE BAND PERRY**/Comeback Kid (Mercury)	2810	365	734	80	3.713	0.897	90	6
43	43	**JOSH TURNER**/Hometown Girl (MCA)	2796	144	903	54	4.17	0.275	101	5
44	44	**RUNAWAY JUNE**/Lipstick (Wheelhouse)	2763	141	826	52	2.825	0.079	90	1
49	45	**TRENT HARMON**/There's A Girl (Dot/Big Machine)	2455	499	652	119	4.177	0.492	78	7
47	46	**EASTON CORBIN**/Are You With Me (Mercury)	2369	2	731	0	2.411	-0.01	90	2
Debut	47	**BRANTLEY GILBERT**/The Weekend (Valory)	2193	400	674	127	3.788	0.57	75	8
48	48	**JOSH ABBOTT BAND w/C. PEARCE**/Wasn't That... (PDT/1608)	2126	121	490	10	3.924	0.278	51	2
Debut	49	**ELI YOUNG BAND**/Saltwater Gospel (Valory)	2042	291	561	76	2.984	0.553	67	4
50	50	**PARMALEE**/Roots (Stoney Creek)	2031	106	664	33	2.364	0.028	78	2

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Thank you, Kelsea Ballerini, Dave Barnes, Trent Dabbs, Amelia Eisenhauer, Luke Laird, Tristan MacIntosh, and Ingrid Michaelson for a wonderful evening at the Bluebird Cafe raising funds and awareness for Music Makes Us and music education in Metro Nashville Public Schools.

METRO NASHVILLE PUBLIC SCHOOLS

www.musicmakesus.org

Country Aircheck Add Leaders

	Adds
KEITH URBAN/Blue Ain't Your Color (Capitol)	36
LAUREN ALAINA/Road Less Traveled (19/Interscope/Mercury)	33
KANE BROWN/Thunder In The Rain (RCA)	31
FLORIDA GEORGIA LINE f/TIM MCGRAW/May We All (BMLGR)	28
RAELYNN/Love Triangle (Warner Bros./WMN)	22
BRANTLEY GILBERT/The Weekend (Valory)	8
CHASE BRYANT/Room To Breathe (Red Bow)	8
LANCO/Long Live Tonight (Arista)	8
LUKE BRYAN/Move (Capitol)	8
BRETT ELDREDGE/Wanna Be That Song (Atlantic/WMN)	7
CHASE RICE/Everybody We Know Does (Columbia)	7
ERIC CHURCH f/R. GIDDENS/Kill A Word (EMI Nashville)	7
TRENT HARMON/There's A Girl (Dot/Big Machine)	7

Country Aircheck Top Point Gainers

DIERKS BENTLEY f/E. KING/Different For Girls (Capitol)	2883	✔
KELSEA BALLERINI/Peter Pan (Black River)	2444	✔
LUKE BRYAN/Move (Capitol)	2339	✔
DAN + SHAY/From The Ground Up (Warner Bros./WAR)	2290	✔
JUSTIN MOORE/You Look Like I Need A Drink (Valory)	2050	✔
KENNY CHESNEY f/P!NK/Setting The... (Blue Chair/Columbia)	2029	
COLE SWINDELL/Middle Of A Memory (Warner Bros./WMN)	1731	
**WILLIAM MICHAEL MORG.../I Met A Girl (Warner Bros./WMN)	1608	
TUCKER BEATHARD/Rock On (BMLG/Dot)	1568	
BILLY CURRINGTON/It Don't Hurt Like It Used To (Mercury)	1500	

Country Aircheck Top Spin Gainers

DIERKS BENTLEY f/E. KING/Different For Girls (Capitol)	889
KELSEA BALLERINI/Peter Pan (Black River)	691
LUKE BRYAN/Move (Capitol)	687
DAN + SHAY/From The Ground Up (Warner Bros./WAR)	660
JUSTIN MOORE/You Look Like I Need A Drink (Valory)	645
KENNY CHESNEY f/P!NK/Setting The... (Blue Chair/Columbia)	640
TUCKER BEATHARD/Rock On (BMLG/Dot)	502
COLE SWINDELL/Middle Of A Memory (Warner Bros./WMN)	475
BLAKE SHELTON/She's Got A Way With... (Warner Bros./WMN)	432
BILLY CURRINGTON/It Don't Hurt Like It Used To (Mercury)	432

Activator Top Point Gainers

DIERKS BENTLEY f/E. KING/Different For Girls (Capitol)	1360	✔
KENNY CHESNEY f/P!NK/Setting... (Blue Chair/Columbia)	1240	✔
FLORIDA GEORGIA LINE f/TIM MCGRAW/May... (BMLGR)	962	✔
JUSTIN MOORE/You Look Like I Need A Drink (Valory)	938	✔
LUKE BRYAN/Move (Capitol)	798	✔
WILLIAM MICHAEL MORGAN/I Met... (Warner Bros./WMN)	781	
KEITH URBAN/Blue Ain't Your Color (Capitol)	711	
TUCKER BEATHARD/Rock On (BMLG/Dot)	669	
BLAKE SHELTON/She's Got A Way... (Warner Bros./WMN)	657	
JASON ALDEAN/A Little More Summertime (Broken Bow)	638	

Activator Top Spin Gainers

KENNY CHESNEY f/P!NK/Setting The... (Blue Chair/Columbia)	269
DIERKS BENTLEY f/E. KING/Different For Girls (Capitol)	249
JUSTIN MOORE/You Look Like I Need A Drink (Valory)	198
FLORIDA GEORGIA LINE f/TIM MCGRAW/May... (BMLGR)	170
LUKE BRYAN/Move (Capitol)	155
WILLIAM MICHAEL MORGAN/I Met... (Warner Bros./WMN)	151
KEITH URBAN/Blue Ain't Your Color (Capitol)	144
TUCKER BEATHARD/Rock On (BMLG/Dot)	140
BLAKE SHELTON/She's Got A Way With... (Warner Bros./WMN)	120
JASON ALDEAN/A Little More Summertime (Broken Bow)	95

Country Aircheck Top Recurrents

	Points
FLORIDA GEORGIA LINE/H.O.L.Y. (BMLGR)	16972
ERIC CHURCH/Record Year (EMI Nashville)	15873
CARRIE UNDERWOOD/Church Bells (19/Arista)	13885
JASON ALDEAN/Lights Come On (Broken Bow)	13535
KEITH URBAN/Wasted Time (Capitol)	12610
DIERKS BENTLEY/Somewhere On A Beach (Capitol)	11827
THOMAS RHETT/T-Shirt (Valory)	10806
BRAD PAISLEY f/DEMI LOVATO/Without A Fight (Arista)	10049
C. YOUNG & C. POPE/Think Of You (RCA/BMLGR)	9396
OLD DOMINION/Snapback (RCA)	8330

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COUNTRY AIRCHECK ACTIVITY

TRENT HARMON/There's A Girl (Dot/Big Machine)
Moves 49-45*
2,455 points, 652 spins
7 adds: **KKBQ, KKIX, WFMS*, WGH, WKLB, WRNS, WXCY**

EASTON CORBIN/Are You With Me (Mercury)
Moves 47-46*
2,369 points, 731 spins
2 adds: **WNCY, WUSJ**

BRANTLEY GILBERT/The Weekend (Valory)
Debuts at 47*
2,193 points, 674 spins
8 adds: **KAWO, KJUG, KWJJ, KXLY, WAVW, WBEE, WKIS, WKML**

JOSH ABBOTT BAND w/CARLY PEARCE/Wasn't That Drunk (PDT/1608)
Remains at 48*
2,126 points, 490 spins
2 adds: **KUPL, WSOC**

ELI YOUNG BAND/Saltwater Gospel (Valory)
Debuts at 49*
2,042 points, 561 spins
4 adds: **KATM*, KNCI, WKML, WMAD**

PARMALEE/Roots (Stoney Creek)
Remains at 50*
2,031 points, 664 spins
2 adds: **WDXB, WHKO***

GARY ALLAN/Do You Wish It Was Me? (EMI/Nashville)
1,816 points, 534 spins
1 add: **KXKT**

MICKEY GUYTON/Heartbreak Song (Capitol)
1,733 points, 495 spins
2 adds: **WFMS*, WQYK**

DARIUS RUCKER/If I Told You (Capitol)
1,616 points, 512 spins
2 adds: **KKBQ*, WSLC**

ADD DATES

August 29
ERIC CHURCH/Kill A Word (EMI Nashville)
CHRIS LANE/For Her (Big Loud)

September 6
CARRIE UNDERWOOD/Dirty Laundry (19/Arista)

September 12
BRANDY CLARK/Love Can Go to Hell (Warner Bros./WMN)

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CHECK OUT

Aug. 26

Florida Georgia Line *Dig Your Roots* (BMLGR)
Duo Brian Kelley and Tyler Hubbard's 15-track third studio album was produced by Joey Moi and features "H.O.L.Y.," plus guests Ziggy Marley ("Life Is A Honeymoon"), Backstreet Boys ("God, Your Mama And Me") and Tim McGraw on current single "May We All."

Jack Ingram *Midnight Motel* (Rounder)
It's been seven years since Ingram released new music. He's back with current single "I'm Drinking Through It." His eighth studio album also includes "Nothing to Fix," "Can't Get Any Better Than This," and "All Over Again," among others.

Charlie Daniels *Night Hawk* (CDC)
Daniels puts his spin on songs including "Big Balls In Cowtown," "Stay All Night (Stay A Little Longer)" and "Yippie Ki Yea" in a collection he says "honors the working cowboy and his way of life."

Sept. 2
Reba McEntire *My Kind Of Christmas* (Cracker Barrel)
Ryan Follese *Self-Titled* (BMLGR)

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LW	TW		Artist/Title (Label)	Points	+/- Points	Plays	+/- Plays	Stations	Adds
1	1		**SAM HUNT**/Make You Miss Me (MCA)	11675	340	2392	73	52	0
3	2		**KELSEA BALLERINI**/Peter Pan (Black River)	11156	368	2318	81	52	0
2	3		**DAN + SHAY**/From The Ground Up (Warner Bros./WAR)	11117	82	2345	48	52	0
4	4		**JAKE OWEN**/American Country Love Song (RCA)	11042	347	2316	62	52	0
6	5		**DIERKS BENTLEY f/E. KING**/Different For Girls (Capitol) ✔	10352	1360	2122	249	53	0
8	6		**JUSTIN MOORE**/You Look Like I Need A Drink (Valory) ✔	9262	938	1907	198	50	0
9	7		**BLAKE SHELTON**/She's Got A Way With Words (Warner Bros./WMN)	8478	657	1775	120	53	0
5	8		**JON PARDI**/Head Over Boots (Capitol)	7716	-2261	1576	-464	45	0
11	9		**ZAC BROWN BAND**/Castaway (SG/Varvatos/Dot)	7186	226	1461	38	50	0
12	10		**TUCKER BEATHARD**/Rock On (BMLG/Dot)	6945	669	1392	140	50	2
16	11		**WILLIAM MICHAEL MORGAN**/I Met A Girl (Warner Bros./WMN)	6494	781	1366	151	50	0
14	12		**LOCASH**/I Know Somebody (Reviver)	6292	385	1268	93	51	1
15	13		**BILLY CURRINGTON**/It Don't Hurt Like It Used To (Mercury)	5981	182	1183	44	52	1
19	14		**KENNY CHESNEY f/P!NK**/Setting The World On... (Blue Chair/Columbia) ✔	5867	1240	1217	269	54	2
13	15		**KIP MOORE**/Running For You (MCA)	5862	-108	1228	-51	46	0
17	16		**COLE SWINDELL**/Middle Of A Memory (Warner Bros./WMN)	5650	399	1118	68	52	1
10	17		**CHRIS LANE**/Fix (Big Loud)	5352	-2372	1131	-480	37	0
18	18		**MIRANDA LAMBERT**/Vice (RCA)	5302	335	1045	51	51	0
20	19		**JASON ALDEAN**/A Little More Summertime (Broken Bow)	5193	638	1061	95	53	2
25	20		**LUKE BRYAN**/Move (Capitol) ✔	4500	798	920	155	52	2
22	21		**BRETT YOUNG**/Sleep Without You (BMLGR)	4445	249	906	54	48	2
21	22		**BIG & RICH f/TIM MCGRAW**/Lovin' Lately (B&R/New Revolution)	4303	70	852	13	40	0
24	23		**OLD DOMINION**/Song For Another Time (RCA)	3882	176	798	34	50	2
26	24		**MAREN MORRIS**/80s Mercedes (Columbia)	3710	370	760	68	51	1
23	25		**DRAKE WHITE**/Livin' The Dream (Dot)	3488	-314	721	-53	45	0
29	26		**TIM MCGRAW**/How I'll Always Be (Big Machine)	3460	453	706	80	44	6
27	27		**BROTHERS OSBORNE**/21 Summer (EMI Nashville)	3438	157	701	26	48	0
28	28		**JENNIFER NETTLES**/Unlove You (Big Machine)	2715	-372	560	-70	34	0
30	29		**GRANGER SMITH**/If The Boot Fits (Wheelhouse)	2607	75	547	19	46	1
32	30		**BRETT ELDREDGE**/Wanna Be That Song (Atlantic/WMN)	2512	123	480	12	40	3

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LW	TW		Artist/Title (Label)	Points	+/- Points	Plays	+/- Plays	Stations	Adds
33	31		**CHRIS STAPLETON**/Parachute (Mercury)	2086	189	442	37	40	3
38	32		**FLORIDA GEORGIA LINE f/TIM MCGRAW**/May We All (BMLGR) ✔	2083	962	413	170	38	8
39	33		**KEITH URBAN**/Blue Ain't Your Color (Capitol)	1718	711	317	144	25	12
34	34		**JERROD NIEMANN & LEE BRICE**/A Little More Love (Curb)	1601	-36	330	-6	33	0
36	35		**CHRIS JANSON**/Holdin' Her (Warner Bros./WAR)	1451	34	285	5	32	2
37	36		**HIGH VALLEY**/Make You Mine (Atlantic/WEA)	1278	4	225	-10	28	2
47	37		**THE BAND PERRY**/Comeback Kid (Mercury)	996	339	201	60	23	9
40	38		**EASTON CORBIN**/Are You With Me (Mercury)	983	-11	171	-4	17	2
43	39		**ELI YOUNG BAND**/Saltwater Gospel (Valory)	939	139	120	14	8	1
45	40		**DUSTIN LYNCH**/Seein' Red (Broken Bow)	854	120	186	28	20	3
42	41		**JOSH TURNER**/Hometown Girl (MCA)	816	-31	176	-11	20	1
44	42		**DARIUS RUCKER**/If I Told You (Capitol)	764	18	156	2	23	0
41	43		**AARON WATSON**/Bluebonnets (Big/Thirty Tigers)	763	-200	175	-28	12	0
48	44		**RAELYNN**/Love Triangle (Warner Bros./WMN)	734	111	105	24	7	5
46	45		**TRENT HARMON**/There's A Girl (Dot/Big Machine)	684	23	123	-1	12	2
50	46		**CRAIG CAMPBELL**/Outskirts Of Heaven (Red Bow)	675	106	142	30	15	1
49	47		**JOSH ABBOTT BAND w/C. PEARCE**/Wasn't That Drunk (PDT/1608)	580	8	151	3	8	0
54	48		**BRANTLEY GILBERT**/The Weekend (Valory)	542	84	114	19	13	3
56	49		**LANCO**/Long Live Tonight (Arista)	528	91	111	20	22	1
55	50		**TOBY KEITH**/A Few More Cowboys (Show Dog)	522	78	98	13	12	1
Re-Enter	51		**CARRIE UNDERWOOD**/Dirty Laundry (19/Arista)	511	216	72	39	8	1
57	52		**STEVE MOAKLER**/Love Drunk (Creative Nation)	500	100	50	10	1	0
Debut	53		**AARON LEWIS**/That Ain't Country (Dot)	493	157	54	18	3	1
51	54		**BRETT YOUNG**/In Case You Didn't Know (BMLGR)	490	10	49	1	1	0
52	55		**GARY ALLAN**/Do You Wish It Was Me? (EMI Nashville)	469	-11	95	-2	10	0
Debut	56		**CODY JOHNSON**/With You I Am (Cojo)	457	76	98	16	12	1
60	57		**RUNAWAY JUNE**/Lipstick (Wheelhouse)	446	62	101	16	7	0
53	58		**RYAN FOLLESE**/Float Your Boat (BMLGR)	438	-22	45	-1	2	0
58	59		**JANA KRAMER**/Circles (Elektra/WAR)	402	10	48	1	2	0
Debut	60		**MICKEY GUYTON**/Heartbreak Song (Capitol)	402	30	89	9	9	0

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