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## Radio On Radio Tours

An artist's first radio tour has the potential to set the course for their entire career. If it goes well, it's often a predictor of good things to come. If it doesn't, well, at least radio folks get a fun story to tell. **Country Aircheck** spoke to a few programmers about how to keep (and how not to keep) artists in the former category, and why it all matters in the first place.



Lisa McKay

"Ownership is a powerful motivator for me," says WQDR/Raleigh PD **Lisa McKay**. "I love knowing I was a part of an artist's success story because it makes me feel invested as they become superstars."

KCYE/Las Vegas PD **Kris Daniels**, who likes to involve listeners, agrees. "If I'm investing in an artist I like to see and hear the whole package," she says. "When labels and radio stations can introduce listeners to a new artist and start building that relationship, it is good for everyone. The only time a radio tour doesn't work well is if there is an artist without a personality, which rarely happens."



Kris Daniels

• **Do:** WKLB/Boston PD

**Mike Brophrey** suggests a rough recipe for pulling off a great visit: "Tours that stand out have artists with robust personalities, great musicianship and commercially viable music that I can hear more than once," he says.

Getting out of the station can help. "My favorite time is on the bus with the artist," adds McKay. "It's nice to connect one-on-one."  
*(continued on page 6)*



Mike Brophrey



**One For The Diary:** UMG/Nashville's Mike Dungan (l) presents Luke Bryan with a plaque celebrating platinum sales for *Crash My Party*. The presentation took place during the weekend's two-night Nashville stop of Bryan's *Dirt Road Diaries Tour* (10/18-19).

## PPM: Social Media Secret

For better ratings, social media is a must – and not for the general audience growth reasons you might think. NuVoodoo Pres. **Carolyn Gilbert** asserts that people who use social media are more likely to agree to carry a PPM or fill out a diary.

"We've found a definite correlation among the more tech savvy in the respondent pool," Gilbert explains. "If they'll carry the small PPM (mostly for money), they're not uncomfortable with technology. Intuitively, this makes sense. Those who rebel against gadgets won't want the PPM and won't be comfortable with a SmartPhone or going online."

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**ERIC PASLAY**  
*Friday Night*  
**Top 20 and climbing**  
**CA/MB 22-18 BB/BDS 21-18**  
**15 ADDS THIS WEEK: WNSH WKHX KYGO**  
**KUBL WKDF KIIM KRST WIVK KHKI KATC WPCV**  
**WITL KQFC KSCS WCTO**  
**+294 SPINS** [CLICK TO VIEW](#) 



# BLAKE SHELTON

— YOUR REIGNING ENTERTAINER OF THE YEAR —

"Not only is Blake one of the best vocalists in all genres of music, but he's funny, entertaining and a great ambassador for our format. He gets my vote for the ultimate Entertainer of the Year"

— KERRY WOLFE  
WMIL/MILWAUKEE



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ENTERTAINER OF THE YEAR • MALE VOCALIST OF THE YEAR  
ALBUM OF THE YEAR • MUSICAL EVENT OF THE YEAR  
VIDEO OF THE YEAR

— MINE WOULD BE YOU —

CAC: 4 +469 SPINS/+1596 POINTS | BB: 4 +451 SPINS/+2.76 MILLION AUDIENCE







SHERYL CROW  
CALLIN' ME WHEN  
I'M LONELY

"Sheryl Crow is the voice of a generation. Instantly identifiable and truly BRILLIANT. 'Callin' Me...' will connect with my core audience in a big way."

- Don Gosselin/WNOE

"'Callin' Me When I'm Lonely' is the PERFECT FOLLOW UP to 'Easy' and a favorite of ours at KMLE"

- Tim Richards/KMLE

"'Callin' Me When I'm Lonely' is a great song from an AMAZING SONGWRITER. You feel it in your heart 'cause you lived through this once yourself. Sheryl, I hope country music *feels like home* 'cause you can write and sing for us anytime!!"

- Patches/KTEX

**IMPACTING NOW**





Gilbert says if you're not focusing on your station's digital presence, you're missing the listeners who will help your ratings the most. She cites a company study intended to differentiate



Carolyn Gilbert

between people who would participate in Nielsen Audio research (then Arbitron) and those who wouldn't. NuVoodoo's online poll included 1,000 people nationwide, 18-54 years old, who were compensated for their time.

So if you want to market and promote to an audience more likely to be carrying meters, social media is a more target-rich environment. "How people both regard and consume all media has changed," Gilbert says. "If you're using a telephone to market your station, you're making a mistake. If you're just looking at 'hot zips' to focus your marketing, you're making a mistake. If you're doing shotgun TV marketing in a laser capable world, you're making a mistake."

Having a great station website isn't enough. "If the object of the game is to extend your reach and attract more audience, you have to go beyond your own site," she says. "With all due respect, the stickiness of most station web sites is fairly limited, and most of their current audience doesn't spend much, if any, time there. Relying on your own web site to promote your station is like doing all your remotes in the station parking lot. You have to go where the people are to be impactful!"

And if people who carry meters are more likely to be social media savvy, stations should go to them. "Are marketers for other products reaching you the same way they did in 1982?" she asks. "Good marketing is all about knowing your target, when they're vulnerable to your messaging – as opposed to forcing it on them – and building relationships." And professional help is key. "You wouldn't hang your own billboards or generate your own transmitter parts out of spare parts in the basement," she says. "It's that important." Learn more about NuVoodoo's research [here](#).

-Jess Wright



Luke Bryan

### Chart Chat

Congrats to **Luke Bryan, Royce Risser, Steve Hodges** and the entire **Capitol** promotion crew on scoring this week's No. 1 with Bryan's "That's My Kind Of Night." The song is the second chart-topper from his current album *Crash My Party*.



**Three To Be You & Me: Kenny Chesney helps the WUSY/Chattanooga crew celebrate a third consecutive CMA Station of the Year honor sometime in the '90s. Pictured (l-r, standing) are morning host Bearman and Chesney, and (bottom) PD Clay Hunnicutt, afternoon Bill "Dexter" Poindexter and morning co-host Ken Hicks. Have your own hat trick shot? Send to [pagethreepic@countryaircheck.com](mailto:pagethreepic@countryaircheck.com).**

### News & Notes

Southern Ground's **Blackberry Smoke** and Warner Bros./WMN's **Brett Eldredge** will join headliner **Hank Williams Jr.** for the Storme Warren-hosted *Bash On Broadway* in downtown Nashville on New Year's Eve. The event is free and open to the public.

**WGGC/Bowling Green, KY** added **Envision's AmeriCountry** content service.

**Plateau Music** signed **Mila Mason** and is reviewing material for an upcoming album.

Average Joes' **LoCash Cowboys** have teamed with **Kicker Audio** for their *Livin' Loud Tour*. The tour begins Dec. 5 at the MGM Grand Hotel in Las Vegas during the National Rodeo Finals. More [here](#).

Mercury's **Kacey Musgraves** will join **Katy Perry, Sarah Bareilles, Ellie Goulding** and **Tegan & Sara** at Perry's *We Can Survive* charity show at the Hollywood Bowl Oct. 23. Proceeds

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# TOBY KEITH'S

## NEW ALBUM

# DRINKS AFTER WORK

IN STORES 10/29





HAS THEIR **FIRST TOP 10** WITH  
JOE NICHOLS... IT'S DEFINITELY

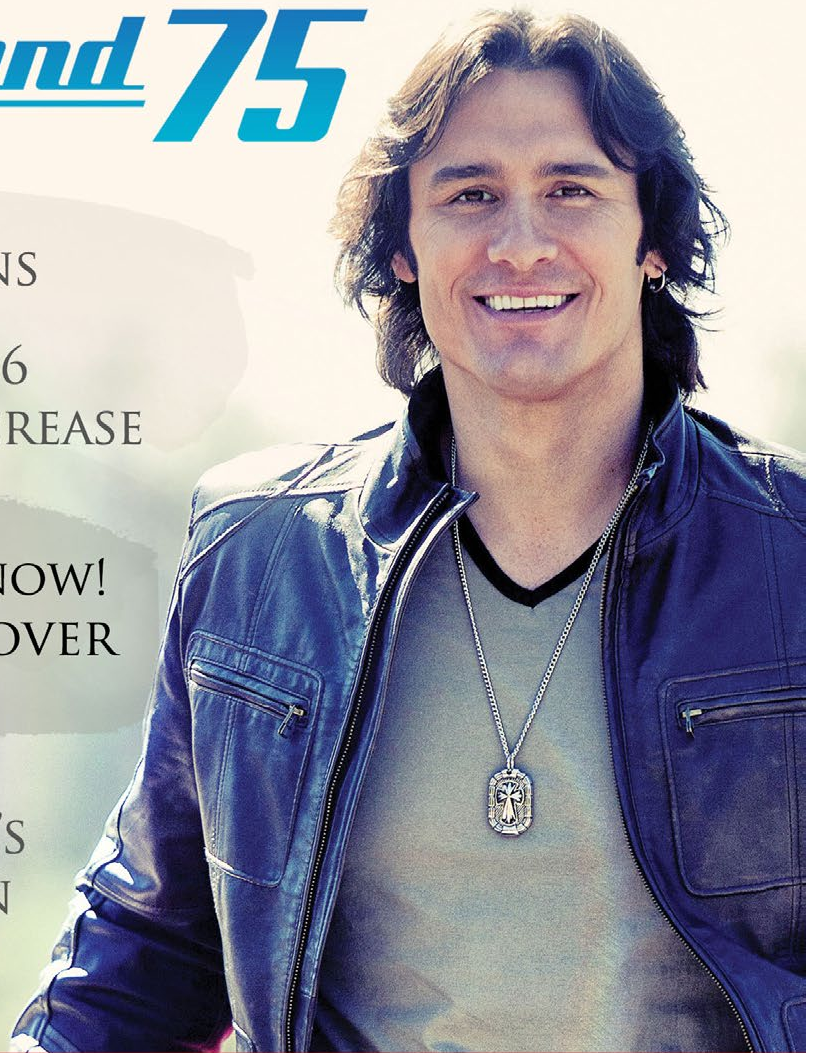
# *Sunny and 75*

#9 CA/MB +236 SPINS

#10 BB/BDS OVER 1.6  
MILLION AUDIENCE INCREASE

"CRICKETS" IN STORES NOW!  
SINGLE SALES REMAIN OVER  
21K PER WEEK

CLICK TO HEAR JOE'S  
FAVORITE SONG ON  
"CRICKETS"



A HAUNTINGLY ROCKIN' SONG... FROM COUNTRY MUSIC'S ROCKIN' CHICK.

## RACHEL FARLEY

SINGER... SONGWRITER... PERFORMER...

# MIDNIGHT ROAD

"Midnight Road is my favorite song off of Rachel's album. I thought this song was a hit the first time I heard it, and I think it's gonna be big for her." - **JASON ALDEAN**





from the event will benefit the **Young Survival Coalition**.

**Lyndsey Highlander's** song "Hard Work" will be at the center of a national ad campaign from farm and ranch equipment manufacturer, **Tarter**. More [here](#).

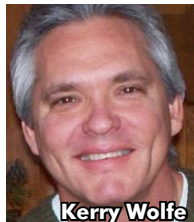
**Dolly Parton** has announced shows for the Australian leg of her *Blue Smoke World Tour*. Six dates beginning Feb. 11 include stops in Melbourne, Sydney and Perth. More [here](#).

## The Week's Top Stories

Full coverage at [countryaircheck.com](http://countryaircheck.com).

- **Casey Carter** joined Clear Channel's **WKKT/Charlotte** as APD/MD/afternoon personality. (10/21)
- The 2013 CMA Broadcast Awards winners were announced. (10/21)
- Capitol's **Luke Bryan** will roll out a 2014 *That's My Kind Of Night Tour*. (10/18)
- **Sidewalk** Dir./Northeast-Midwest Promotion **Rob Ellis** exited. (10/18)
- More **Nielsen Audio** Summer 2013 diary ratings were released. (10/14-17)
- Cox's **KWEN/Tulsa** PD/midday personality **Karla Cantrell** exited after 15 years. (10/17)
- **Kenny Shelton** left Clear Channel's **WYD/Roanoke, VA** for a sales job at 3 Daughters Media/Lynchburg. (10/16)
- Broadcast Partners' **WJSJ/Jacksonville** flipped to Classic Country. (10/16)
- SummitMedia's **WZZK/Birmingham** PD **Paul Orr** announced plans to step down. (10/15)
- **Joel Lisinski** joined **WUSN/Chicago** for nights. (10/15)

## Radio On Radio Tours (continued from page 1)



Kerry Wolfe

one and have some insight into what makes them tick."

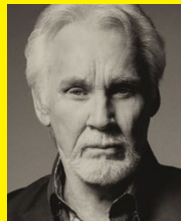
Practice makes perfect. "Work on the performance just like you would work on a concert tour," says WML/Milwaukee PD **Kerry Wolfe**. And for labels, Wolfe says, "School the artists and players on the market."

Finally, do your homework. "This artist isn't around anymore, but they had a song that included our city's name in the title," recalls Daniels. "When the artist and team came in with a promotional shot glass showing the title of the song, the city's name was misspelled. Details matter."

• **Don't:** First impressions are important, especially first first impressions. "I remember a visit many years ago where the artist looked like they just fell out of bed," Brophay says. "Poorly

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## OFF THE RECORD: KENNY ROGERS



Kenny Rogers

Warner Bros./WMN's **Kenny Rogers** puts an industry spin on the artist interview: **My relationship with Dolly Parton** is similar to the relationship I had with Dottie West. We were good friends. With Dolly, everyone always thought we were having an affair, but we didn't. We just flirted with each other for 30 years. And there's a lot more tension in that.

**There's an amusement park** in Pittsburgh called Kennywood, but I've

never been.

**I've heard complaints that country music** isn't country anymore. You have to make a choice ... is country music an art form or is it a business? If it's a business, you welcome everybody in that sells records. If it's an art form, get rid of everyone that doesn't sound like Hank Williams.

**Country music is going through a thing** that's very commercial, but that's not bad. It's bringing a lot of people into it. And once you get to country, you just don't leave because you can't find what's here anywhere else.

**My audience falls into two categories now**, born since the '80s and their families forced them to listen to my music as child abuse, or born before the '60s and can no longer remember the '60s.

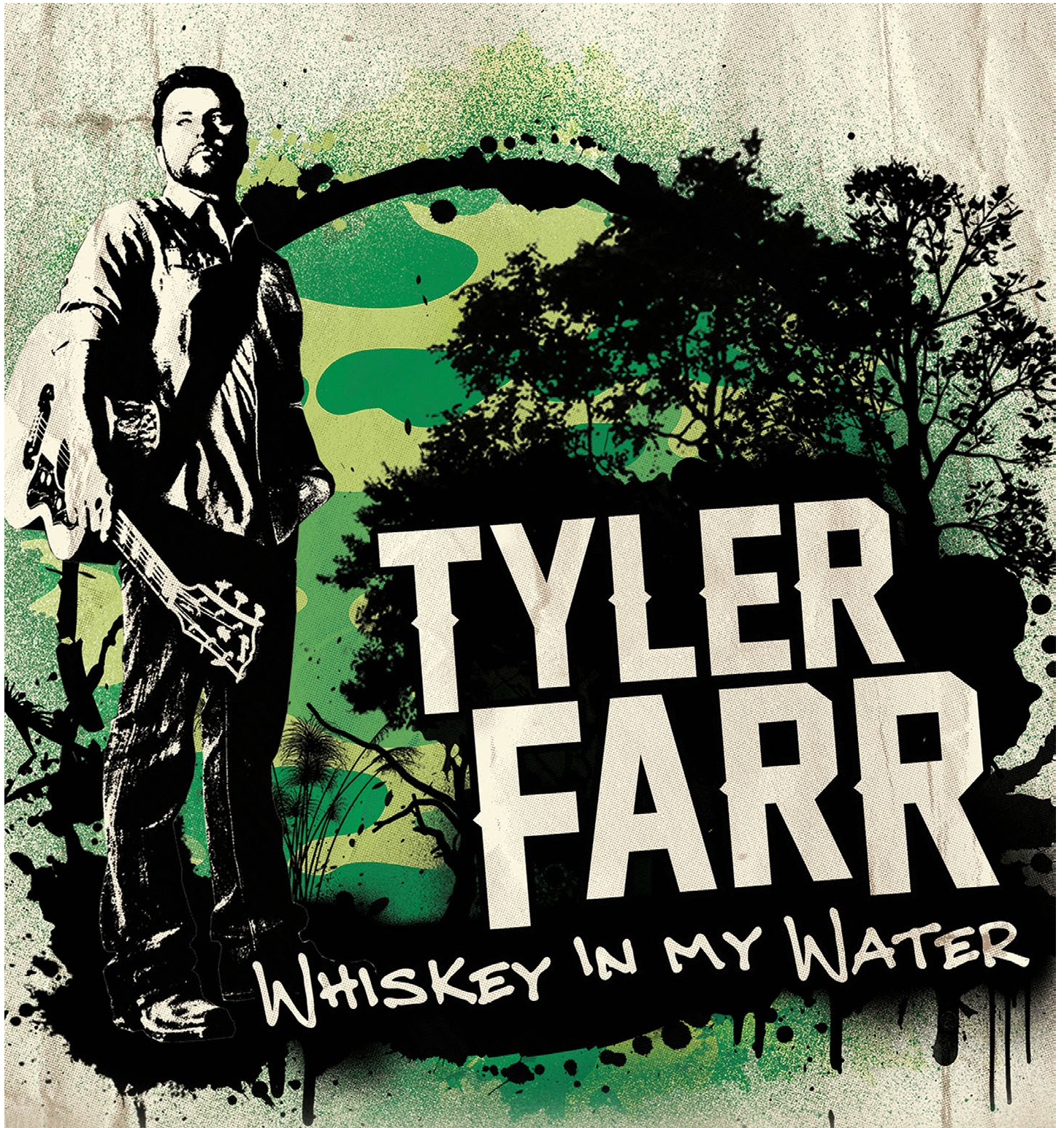
**I'm really impressed with** the Zac Brown Band. I like Keith Urban, Brad Paisley – they're great musicians and they're good singers. Lady Antebellum has done some wonderful stuff. I've known Hillary [Scott] since before she was born. [Hillary's mom] Linda Davis is working with me on the Christmas tour this year.

**When you're coming up as an artist**, you tend to be selfish. You say, "It's okay if I leave my home for six months, my kids will be fine." But they're not fine. I hurt my family by not being there so many times. And I swore I wasn't going to do that with my boys. So there's a song on this album called "You Had To Be There."

**What I'm shooting for** with *You Can't Make Old Friends* is history. I want to have a charted record in each of the six decades I've been making music.

**DUSTY LYNCH**  
**WILD IN YOUR SMILE**  
**NEW ADDS: KBQI & KDRK**  
**CONVERSIONS:**  
 WBUL, WMZQ, WPOR, WSLC, WTQR,  
 WUSY, WWYZ, WCTK, WIL, KNCI  
**IN THE 20'S AND CONVERTING!**  
**CA/MB: 31 BB/BDS: 29**





ON YOUR DESK NOW

*IMPACTING NOVEMBER 4<sup>TH</sup>*

THE FOLLOW UP TO THIS  
SUMMER'S REDNECK ANTHEM





dressed, no makeup and functioning on fumes with no energy. I know it's radio, but at least make an effort to look your best. Impressions are everything."

That's not all to keep mind. "Less effective visits are ones where the artist isn't really ready for the grind of a radio tour," he continues. "These manifest themselves as nervousness, lack of dynamic personality, not playing 'hit' music, being late or even early, staying too long, or spouting off about some controversial subject. Oh, and not laughing at my jokes is a cardinal sin!"

Among other things, take it easy on the rug-cutting. "One artist came by and didn't have particularly good music and at the end broke into [Golden Earring's] 'Radar Love' and began to dance around to room," recalls Wolfe. "It was very uncomfortable. There was another who must have been told she needed to make eye contact with the PD and MD. It felt like she was burning holes in my soul or was out to have me for dinner!"

Other no-nos run the gamut. "It doesn't happen often, but [it's not good] when a rep puts you on the spot in front of the artist to see if you are going to add the song," says Daniels.

"Some are just too green," adds McKay. "Forgetting words to their songs should never happen if they want to be taken seriously."



Nate Deaton

"But the biggest no-no is for radio stations," warns **KRTY/San Jose GM Nate Deaton**. "We have a hard and fast rule: No phones. I can't believe that people answer emails or texts during artist visits. No one in that room is important enough to have to look at their phone during that 20 minutes. It's just plain rude."

• **Stories:** Sing-alongs can also

be problematic. "One artist said they were too loud for the conference room, so we went outside," Deaton says. "There was a kennel next door and as soon as he started singing the dogs howled for 20 minutes. The funny thing was he was so soft we could barely hear him!"

Radio tours that go well stand out for different reasons. "Dustin Lynch had already performed in the market and had a following," Daniels says. "Several listeners asked if they could come in and listen, so I cleared it with the label. He made the listeners happy, and when he came back to perform an acoustic show for us his following in the market had grown even more."

Rascal Flatts stuck out in San Jose. "We had a receptionist who was particularly rude and sent a call to our promotions director in the conference room in the middle of Rascal Flatts set," explains Deaton. "Gary [Levox] stopped mid-song, answered the phone, asked if Susan was [in the room], waited for her to finish [with the

MY TUNES: MUSIC THAT SHAPED MY LIFE



Michael Knox

Producer **Michael Knox** discusses his most influential artists, concerts, songs and albums:

**1. Buddy Knox/Party Doll (1957):**

My dad was the first artist to write and sing his own No. 1 song in the history of rock and roll. This is the one that started it all off for me. It still blows my mind that the recording was all one take. What a concept – record songs you can sing so you don't suck live.

**2. Charlie Rich/The Most Beautiful Girl:** Makes me love country music. The perfect voice with the perfect track and the song is timeless. When I'm recording I always try and make the steel guitar sound like this one.

**3. Journey/Lights:** Steve Perry just kills this vocal and the track is effortless. Nothing is forced. I start almost every day listening to this song.

**4. The Eagles/New Kid In Town:** Everything about this is awesome – its the simplicity and how it breathes. The way their records sound is a big deal in how I record. You hear everything and it's placed in the right spot. It's not too busy just exactly what you need and nothing more.

**5. Bob Seger/Mainstreet:** The best guitar feel ever.

What a great-feeling song all around. I listen every day.

• **A highly regarded song or album you've never heard:** Adele, 21. I love "Rolling In The Deep," but never really cared to listen to the record.

• **An album you played or listened to incessantly:**

I sit in my man cave and listen to the *American Graffiti* album all the time. What a time in music history.

• **One obscure or non-country song everyone should listen to right now:** Dean Martin, "A Marshmallow World." How can you not have a good day after listening to this song?

• **One item in your music collection you'd rather not admit to enjoying:** Matthew Wilder's "Break My Stride."

This song just makes me smile and, yes, I do laugh at it, too.

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**DAN + SHAY**

"19 YOU + ME"

#47 CAC/MB DEBUT

**80 STATIONS**

IN JUST 2 WEEKS!







# HOW DO YOU FOLLOW YOURS?

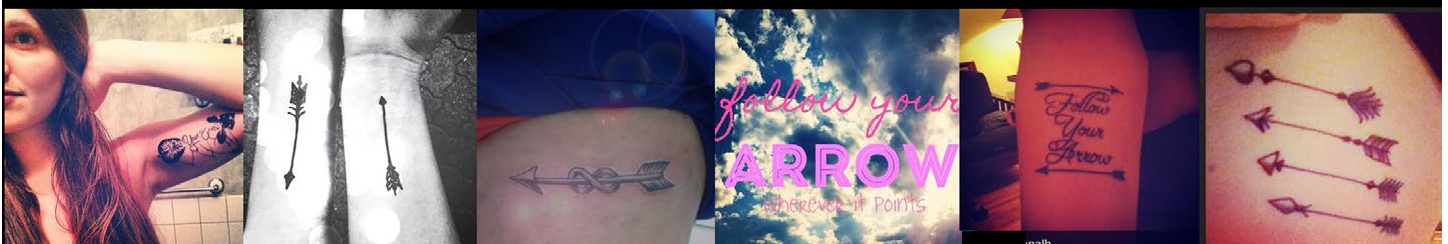
KKBQ KILT KEY KMLE WMIL KSOP WJVC KAJA WCYQ KJKE KRTY  
KUPL WGTY WKMK WKML WPOR WQHK WQYK WTHH WWQM



Follow  
your  
ARROW



# KACEY MUSGRAVES FOLLOW YOUR ARROW







ERIC CHURCH

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THE OUTSIDERS

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“...a band of brothers, together alone  
The outsiders...”

Thanks to the early “Outsiders”:

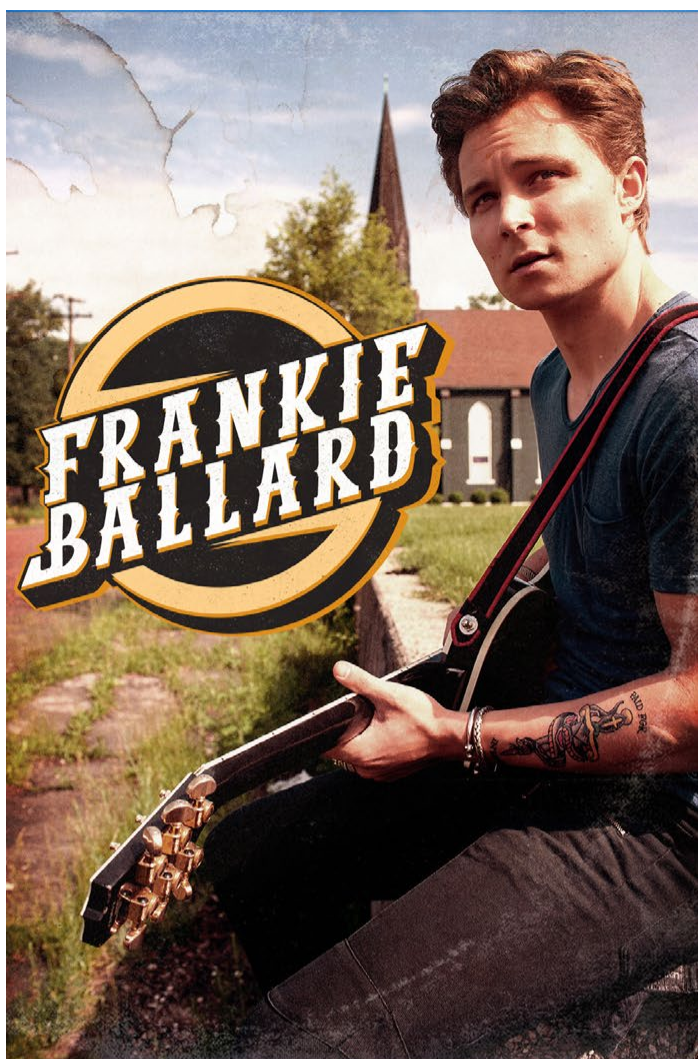
KMLE KAJA KHEY KKIX KRTY KSOP KTST WDXB WGH  
WJVC WKXC WPOR WSSL WTHT WTQR WUSY WWGR WWYZ

On Your Desk 10/22



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# HELLUVA LIFE

CA: 28\* | 20+ NEW CONVERSIONS THIS WEEK

"Now THIS is what happens when a superb TALENT finds the RIGHT SONG and generates BELIEF!"

— Shelly Easton, WXTU/Philadelphia

"The BIG HIT everyone has been waiting for...PERFECT for radio & the fans are eating it up!"

— Tim Roberts, WYCD/Detroit

"A GREAT stop and smell the roses kind of song. It gets your mind going about YOUR life...a real thought starter!"

— Tonya Campos, KKGO/Los Angeles

"Frankie's TALENT, HARD WORK, & DEDICATION have now given us a BIG HIT!!"

— Steve Stewart, KSD/St. Louis

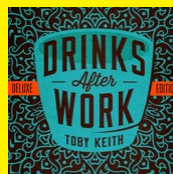


## CHECK OUT



**Ty Herndon** *Lies I Told Myself*  
(Fun!/Flying Island)

Herndon's first country album in seven years was funded by fan donations to a Kickstarter campaign. "I'm staying true to who I am and what I'm about as a singer," Herndon says, "but also reinventing a little bit with sounds in the studio being current with what's relevant on the radio today."



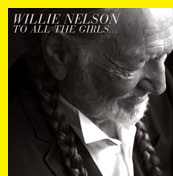
**Toby Keith** *Drinks After Work*  
(Show Dog-Universal)

Dedicated to his bandleader and bass player, the late Chuck Goff, the album features nine Keith co-writes among its 10 tracks. A deluxe edition adds three, including "Call A Marine," "Chuckie's Gone" and "Margaritaville" with Sammy Hagar. A limited-edition ZinePak version featuring a fan magazine and coasters is available at Walmart.



**Natalie Stovall And The Drive** *EP*  
(HitShop)

The six-song release, available on iTunes, was produced by Paul Worley. "Natalie Stovall And The Drive are a game changer in the same way that Lady Antebellum were when I first saw them," he says.



**Willie Nelson** *To All The Girls...*  
(Legacy/Sony)

Nelson is reunited with two great loves: beautiful music and talented women. The album pairs him with Miranda Lambert, Allison Krauss, Norah Jones, Brandi Carlisle and more from the worlds of country, pop and soul on 18 familiar songs.

- Oct. 29 **Robertson Family** *Duck The Halls* (UMGN)
- Oct. 29 **Trace Adkins** *The King's Gift* (Show Dog-Universal)
- Oct. 29 **Thomas Rhett** *It Goes Like This* (Valory)
- Oct. 29 **Julie Roberts** *Good Wine And Bad Decisions* (Sun)
- Oct. 29 **George Ducas** *4340* (Loud)
- Oct. 29 **Restless Heart** *A Restless Heart Christmas* (Red River)
- Oct. 29 **Kelly Clarkson** *Wrapped In Red* (19/RCA/Columbia)

caller] and then picked up on the exact note they stopped on! It was the funniest [visit] ever."

McKay has favorites, too. "Taylor, Lady A and Gloriana were all amazing," she says. "Whether it was sheer superstar power or talent, the key was that there was an obvious something special that was immediately recognizable."

"Hunter Hayes is another," adds Wolfe. "He brought all his instruments and re-created the single right in front of my eyes!"

"Some artists and bands transcend the acoustic environment," Brophey says. "Maggie Rose and her band is like that. The musicianship is outstanding and leaves quite an impression. That becomes part of the equation when thinking about adding their song."

Ultimately, radio visits set a very important foundation. "I know they are expensive, but radio tours are a great way to get introduced to someone new," says Deaton. "Some of my best relationships started with that first tour." Brophey adds, "An uninteresting radio visit sets an artist back a couple of steps. It's not the end of the world, but it makes a difference." —Russ Penuell



## Diary Summer Scoreboard

Here are **Nielsen Audio** Summer (6/20-9/11) diary ratings from Oct. 14-17 listed alphabetically by market compared with the previous book. Not all stations are subscribers and that's why you won't see rankings listed.

Legend: A "+" indicates a Classic Country outlet; a "^" designates co-owned Country stations in the metro; "t" indicates a tie; and a "\*\*" indicates a station best in that statistic

Station/City	12+ Share Last Book	12+ Share Summer '13	Station/City	12+ Share Last Book	12+ Share Summer '13
WQMX/Akron	9.8	7.2	WWQM/Madison	6.5	6.7
WCKN/Charleston, SC	3.1	3.1	WMAD/Madison	4.2	3.7
WEZL/Charleston, SC	6.2	5.6	WKSJ/Mobile	11.9	7.8
WIWF/Charleston, SC	3.7	3.5	KTOM/Monterey	2.3	3.0
WUSY/Chattanooga, TN	13.5	12.2	KRMD/Shreveport, LA	8.9	4.9
WPLZ/Chattanooga, TN	2.8	2.3	KDRK/Spokane	5.6	6.8
KATC/Colorado Springs	5.3	4.6	KXLY/Spokane	6.5	8.3
WCOS/Columbia, SC	7.7	6.6	WRNX/Springfield, MA	4.2	6.9
WWNQ/Columbia, SC	2.8	2.1	WBBS/Syracuse	11.0	11.6
KJJY/Des Moines ^	5.4	4.9	WOLF/Syracuse	2.3	3.1
KHKI/Des Moines ^	7.3	7.4	WKKO/Toledo	11.4	11.6
WRNS/Greenville, NC	10.7	12.0	WPFX/Toledo	3.5	3.9
WDRM/Huntsville, AL	12.8	14.2	WCKY/Toledo	1.2	1.5
WUSJ/Jackson, MS	6.1	5.0	KFDI/Wichita ^	10.3	10.7
WMSI/Jackson, MS	5.8	4.4	KVWF/Wichita	3.6	2.6
WQAH/Huntsville, AL+	3.2	3.8	KFTI/Wichita ^ +	3.8	2.2
KSSN/Little Rock ^	9.7	9.5	KZSN/Wichita	4.9	4.9
KMJX/Little Rock ^ +	6.5	6.2			

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**[WESTON] [BURT]**

**SMILE THAT SMILE**

**LISTENER/FAN DRIVEN BY THE NUMBERS IMPACTING NOW**

IN **8 MONTHS** **1555%** INCREASE IN SOCIAL NETWORK FOLLOWERS - **2K TO 31K**

OUT OF **6** TRACKS AVAILABLE **70%** FOUND AND PURCHASED **"SMILE THAT SMILE"**

IN **3 WEEKS** SINGLE HAS SOLD OVER **7K UNITS** PRIOR TO RADIO IMPACT!

**EP DEBUTED AT NUMBER 17** IN THE ITUNES SALES CHART






LW	TW	Artist/Title (Label)	Total Points +/-	Points Total	Plays +/-	Plays	Audience +/-	Aud	Stations	ADDS
3	1	LUKE BRYAN/That's My Kind Of Night (Capitol) ✓	24465	2198	7522	665	56.47	3.495	147	0
2	2	THOMAS RHETT/It Goes Like This (Valory)	24120	666	7397	179	56.644	1.786	147	0
5	3	TIM MCGRAW/Southern Girl (Big Machine) ✓	20961	1580	6446	459	49.272	3.45	147	0
8	4	BLAKE SHELTON/Mine Would Be You (Warner Bros./WMN) ✓	20218	1596	6136	469	48.503	2.986	147	0
9	5	CHRIS YOUNG/Aw Naw (RCA) ✓	19704	1500	6212	496	45.897	3.117	147	0
7	6	LEE BRICE/Parking Lot Party (Curb)	19318	602	6085	191	45.217	1.632	147	0
1	7	BILLY CURRINGTON/Hey Girl (Mercury)	18176	-5633	5557	-1710	43.49	-12.217	147	0
10	8	K. URBAN & M. LAMBERT/We Were Us (RCA/Capitol)	15041	963	4562	365	36.129	2.722	147	0
11	9	JOE NICHOLS/Sunny And 75 (Red Bow)	14577	657	4572	236	34.056	1.655	147	0
6	10	TYLER FARR/Redneck Crazy (Columbia)	14249	-4665	4168	-1602	34.834	-9.348	146	0
12	11	TAYLOR SWIFT/Red (Big Machine)	14129	217	4258	94	32.537	0.408	146	0
13	12	PARMALEE/Carolina (Stoney Creek)	13812	1179	4394	420	32.027	2.445	146	0
16	13	DARIUS RUCKER/Radio (Capitol)	12219	1299	3720	346	27.689	2.302	146	0
17	14	ELI YOUNG BAND/Drunk Last Night (Republic Nashville)	11363	907	3499	285	26.938	2.435	144	6
20	15	MIRANDA LAMBERT/All Kinds Of Kinds (RCA)	10949	677	3382	175	24.642	0.712	143	0
19	16	JAKE OWEN/Days Of Gold (RCA)	10829	557	3323	202	25.541	1.895	147	1
21	17	THE BAND PERRY/Don't Let Me Be Lonely (Republic Nashville)	10516	747	3276	288	24.811	1.559	146	0
22	18	ERIC PASLAY/Friday Night (EMI Nashville)	10272	807	3223	294	22.895	1.675	143	12
18	19	TOBY KEITH/Drinks After Work (Show Dog-Universal)	9662	-645	3008	-254	21.84	-1.486	146	0
15	20	CRAIG CAMPBELL/Outta My Head (Bigger Picture)	9412	-1615	2765	-481	22.997	-3.455	139	0
24	21	ZAC BROWN BAND/Sweet Annie (Atlantic/Southern Ground)	9318	1256	2818	378	21.875	2.657	144	3
23	22	CASSADEE POPE/Wasting All These Tears (Republic Nashville)	8848	564	2758	234	19.336	1.263	141	4
14	23	CHARLIE WORSHAM/Could It Be (Warner Bros./WAR)	8388	-3211	2536	-1066	19.883	-7.128	147	0
25	24	BRAD PAISLEY/I Can't Change The World (Arista)	7293	556	2257	169	15.203	1.055	143	0
28	25	COLE SWINDELL/Chillin' It (Warner Bros./WMN)	6754	1229	2116	382	15.015	2.66	128	13

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KNCI/Sacramento



# LET TIN' THE ~~NIGHT~~ ROLL

**ADDS!**



# JUSTIN MOORE

LET TIN' THE NIGHT ROLL

## 38 FIRST WEEK STATIONS

KAJA/San Antonio  
KEEY/Minneapolis  
KHGE/Fresno  
KILT/Houston  
KKIX/Fayetteville  
KMDL/Lafayette  
KPLM/Palm Springs  
KRTY/San Jose  
KSOP/Salt Lake City  
KSSN/Little Rock

KTOM/Monterey  
KTTS/Springfield  
KUPL/Portland  
KWJJ/Portland  
KXLY/Spokane  
WBCT/Grand Rapids  
WCKT/Ft. Myers  
WCTO/Sarasota  
WFUS/Tampa  
WIL/St. Louis

WKMK/Monmouth  
WKML/Fayetteville  
WKXC/Augusta  
WLHK/Indianapolis  
WNCY/Appleton  
WNOE/New Orleans  
WOGI/Pittsburgh  
WOGK/Ocala-Gainesville  
WPOR/Portland  
WOHK/Ft Wayne

WOMX/Akron  
WTGE/Baton Rouge  
WTHT/Portland  
WTQR/Greensboro  
WUSY/Chattanooga  
WWGR/Ft. Myers  
WWOM/Madison  
WWYZ/Hartford

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**VALORY**  
MUSIC  
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LW	TW	Artist/Title (Label)	Total Points +/-	Points Total	Plays +/-	Plays	Audience +/-	Aud	Stations	ADDS
26	26	DAVID NAIL/Whatever She's Got (MCA)	6750	937	2066	287	15.505	2.522	123	2
27	27	JON PARDI/Up All Night (Capitol)	6298	486	1998	140	12.167	1.284	135	3
29	28	FRANKIE BALLARD/Helluva Life (Warner Bros./WAR)	5484	658	1697	183	12.1	1.411	119	3
34	29	FLORIDA GEORGIA LINE/Stay (Republic Nashville) ✓	5352	2095	1742	670	12.434	4.539	115	11
31	30	HUNTER HAYES/Everybody's Got Somebody... (Atlantic/WMN)	4991	955	1514	284	10.816	2.148	130	19
30	31	DUSTIN LYNCH/Wild In Your Smile (Broken Bow)	4438	337	1453	119	7.523	0.758	118	1
32	32	DANIELLE BRADBERRY/The Heart Of Dixie (Republic/Big Machine)	4079	53	1327	20	6.635	0.335	119	2
33	33	THOMPSON SQUARE/Everything I Shouldn't Be... (Stoney Creek)	3962	397	1288	142	8.903	1.079	108	4
37	34	DIERKS BENTLEY/I Hold On (Capitol)	3628	699	1184	227	8.544	1.739	108	8
<b>AIRBORNE</b>		SCOTTY MCCREERY/See You Tonight (19/Interscope/Mercury)	3615	460	1175	120	7.297	1.288	93	6
36	36	LOVE AND THEFT/If You Ever Get Lonely (RCA)	3109	118	985	52	4.184	0.341	98	1
38	37	THE HENNINGSENS/I Miss You (Arista)	3047	428	961	147	4.76	0.721	111	2
<b>AIRBORNE</b>		RANDY HOUSER/Goodnight Kiss (Stoney Creek)	2454	129	837	64	4.691	0.303	98	13
<b>AIRBORNE</b>		CRAIG MORGAN/Wake Up Lovin' You (Black River)	2441	95	959	20	4.015	0.094	89	6
<b>AIRBORNE</b>		JENNIFER NETTLES/That Girl (Mercury)	2282	65	701	10	3.124	0.04	89	1
44	41	SARA EVANS/Slow Me Down (RCA)	2240	630	681	214	3.446	0.931	67	5
Debut	42	LADY ANTEBELLUM/Compass (Capitol)	2152	1037	640	327	4.355	2.107	78	25
42	43	JOSH THOMPSON/Cold Beer With Your... (Show Dog-Universal)	2027	1	642	13	3.642	-0.062	71	5
45	44	BRETT ELDREDGE/Beat Of The Music (Atlantic/WMN)	1828	403	616	147	3.109	0.717	81	9
43	45	BROTHERS OSBORNE/Let's Go There (EMI Nashville)	1709	48	509	17	2.485	0.079	70	2
Debut	46	JERROD NIEMANN/Drink To That All Night (SeaGayle/Arista)	1510	444	411	132	2.914	0.822	70	45
Debut	47	DAN + SHAY/19 You + Me (Warner Bros./WAR)	1479	752	430	247	2.401	1.177	75	18
46	48	AARON LEWIS/Granddaddy's Gun (Blaster)	1373	38	465	-3	2.453	0.06	56	0
49	49	KELLIE PICKLER/Little Bit Gypsy (Black River)	1255	74	427	30	1.349	0.002	47	3
50	50	AMERICAN YOUNG/Love Is War (Curb)	1202	23	414	-5	1.422	-0.023	57	1

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# #1 MOST ADDED

BIGGEST DEBUT OF JERROD'S CAREER • 72 TOTAL STATIONS ON IMPACT

**... NOW THAT CALLS FOR A DRINK!**



**Country Aircheck Add Leaders**

	Adds
<b>JERROD NIEMANN</b> /Drink To That All Night (SeaGayle/Arista)	45
<b>JUSTIN MOORE</b> /Lettin' The Night Roll (Valory)	35
<b>LADY ANTEBELLUM</b> /Compass (Capitol)	25
<b>HUNTER HAYES</b> /Everybody's Got Somebody... (Atlantic/WMN)	19
<b>DAN + SHAY</b> /19 You + Me (Warner Bros./WAR)	18
<b>ERIC CHURCH</b> /The Outsiders (EMI Nashville)	18
<b>KACEY MUSGRAVES</b> /Follow Your Arrow (Mercury)	17
<b>RACHEL FARLEY</b> /Midnight Road (Red Bow)	17
<b>WESTON BURT</b> /Smile That Smile (HitShop)	14
<b>COLE SWINDELL</b> /Chillin' It (Warner Bros./WMN)	13
<b>RANDY HOUSER</b> /Goodnight Kiss (Stoney Creek)	13

**Country Aircheck Top Point Gainers**

<b>LUKE BRYAN</b> /That's My Kind Of Night (Capitol)	2198 ✓
<b>FLORIDA GEORGIA LINE</b> /Stay (Republic Nashville)	2095 ✓
<b>BLAKE SHELTON</b> /Mine Would Be You (Warner Bros./WMN)	1596 ✓
<b>TIM MCGRAW</b> /Southern Girl (Big Machine)	1580 ✓
<b>CHRIS YOUNG</b> /Aw Naw (RCA)	1500 ✓
<b>DARIUS RUCKER</b> /Radio (Capitol)	1299
<b>ZAC BROWN BAND</b> /Sweet Annie (Atlantic/Southern Ground)	1256
<b>COLE SWINDELL</b> /Chillin' It (Warner Bros./WMN)	1229
<b>PARMALEE</b> /Carolina (Stoney Creek)	1179
<b>LADY ANTEBELLUM</b> /Compass (Capitol)	1037

**Country Aircheck Top Spin Gainers**

<b>FLORIDA GEORGIA LINE</b> /Stay (Republic Nashville)	670
<b>LUKE BRYAN</b> /That's My Kind Of Night (Capitol)	665
<b>CHRIS YOUNG</b> /Aw Naw (RCA)	496
<b>BLAKE SHELTON</b> /Mine Would Be You (Warner Bros./WMN)	469
<b>TIM MCGRAW</b> /Southern Girl (Big Machine)	459
<b>PARMALEE</b> /Carolina (Stoney Creek)	420
<b>COLE SWINDELL</b> /Chillin' It (Warner Bros./WMN)	382
<b>ZAC BROWN BAND</b> /Sweet Annie (Atlantic/Southern Ground)	378
<b>KEITH URBAN &amp; MIRAND...</b> /We Were Us (RCA/Capitol)	365
<b>DARIUS RUCKER</b> /Radio (Capitol)	346

**Activator Top Point Gainers**

<b>TIM MCGRAW</b> /Southern Girl (Big Machine)	903 ✓
<b>FLORIDA GEORGIA LINE</b> /Stay (Republic Nashville)	655 ✓
<b>BLAKE SHELTON</b> /Mine Would Be You (Warner Bros./WMN)	589 ✓
<b>ZAC BROWN BAND</b> /Sweet Annie (Atlantic/Southern Ground)	576 ✓
<b>PARMALEE</b> /Carolina (Stoney Creek)	561 ✓
<b>K. URBAN &amp; M. LAMBERT</b> /We Were Us (RCA/Capitol)	542
<b>ELI YOUNG BAND</b> /Drunk Last Night (Republic Nashville)	538
<b>JOE NICHOLS</b> /Sunny And 75 (Red Bow)	494
<b>LADY ANTEBELLUM</b> /Compass (Capitol)	444
<b>HUNTER HAYES</b> /Everybody's Got Somebody... (Atlantic/WMN)	420

**Activator Top Spin Gainers**

<b>TIM MCGRAW</b> /Southern Girl (Big Machine)	200
<b>FLORIDA GEORGIA LINE</b> /Stay (Republic Nashville)	143
<b>K. URBAN &amp; M. LAMBERT</b> /We Were Us (RCA/Capitol)	135
<b>PARMALEE</b> /Carolina (Stoney Creek)	127
<b>ZAC BROWN BAND</b> /Sweet Annie (Atlantic/Southern Ground)	124
<b>LADY ANTEBELLUM</b> /Compass (Capitol)	118
<b>ELI YOUNG BAND</b> /Drunk Last Night (Republic Nashville)	106
<b>BLAKE SHELTON</b> /Mine Would Be You (Warner Bros./WMN)	103
<b>JOE NICHOLS</b> /Sunny And 75 (Red Bow)	91
<b>ERIC PASLAY</b> /Friday Night (EMI Nashville)	91

**Country Aircheck Top Recurrents**

	Points
<b>JASON ALDEAN</b> /Night Train (Broken Bow)	16993
<b>FLORIDA GEORGIA LINE</b> /Round Here (Republic Nashville)	11507
<b>RANDY HOUSER</b> /Runnin' Outta Moonlight (Stoney Creek)	10146
<b>BRETT ELDRIDGE</b> /Don't Ya (Atlantic/WMN)	9521
<b>JUSTIN MOORE</b> /Point At You (Valory)	8219
<b>KEITH URBAN</b> /Little Bit Of Everything (Capitol)	8108
<b>LUKE BRYAN</b> /Crash My Party (Capitol)	7073
<b>EASTON CORBIN</b> /All Over The Road (Mercury)	6691
<b>HUNTER HAYES</b> /I Want Crazy (Atlantic/WMN/RRP)	6225
<b>BLAKE SHELTON</b> /Boys 'Round Here (Warner Bros./WMN)	5899

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**DYLAN SCOTT**



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Emily Noel Isaacs ▸ Dylan Scott  
Oct 12

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**COUNTRY AIRCHECK ACTIVITY**

**BROTHERS OSBORNE/Let's Go There (EMI Nashville)**

Moves 43-45\*  
1,709 points, 509 spins  
2 adds: **WSOC\*, WXBQ**

**JERROD NIEMANN/Drink To That All Night (Sea Gayle/Arista)**

Debut at 46\*  
1,510 points, 411 spins  
45 adds including: **W1HC, W1MC, KHEY, KHGE, KJUG, KKBQ\*, KKIX, KMPS, KNCI, KSD**

**DAN+SHAY/19 You+Me (Warner Bros./WAR)**

Debuts at 47\*  
1,479, 430 spins  
18 adds: **KKBQ\*, KKGO, KMDL, KPLM, KWOF, KXLY, WDXB, WGTY, WIRK, WJVC**

**AARON LEWIS/Granddaddy's Gun (Blaster)**

Moves 46-48\*  
1,373 points, 465 spins  
No adds

**KELLIE PICKLER/Little Bit Gypsy (Black River)**

Remains at 49\*  
1,255 points, 427 spins  
3 adds: **WIRK, WQDR, WRNS**

**AMERICAN YOUNG/Love Is War (Curb)**

Remains at 50\*  
1,202 points, 414 spins  
1 add: **WDXB**

**UNCLE KRACKER/Blue Skies (Sugar Hill/Vanguard/RPME)**

1,184 points, 387 spins  
No adds

**AUSTIN WEBB/Slip On By (Streamsound)**

1,152 points, 422 spins  
No adds

**ADD DATES**

**OCTOBER 28**

**BLACKJACK BILLY/Get Some (Bigger Picture)**  
**SHERYL CROW/Callin' Me When I'm... (Warner Bros./WMN)**

**NOVEMBER 4**

**TYLER FARR/Whiskey In My Water (Columbia)**  
**LUKE BRYAN/Drink A Beer (Capitol)**

**NOVEMBER 11**

None listed

**VIDEO ADDS**

**CMT**

**SARA EVANS/Slow Me Down (RCA)**

**CMT PURE**

**SARA EVANS/Slow Me Down (RCA)**  
**SARAH JAROSZ/Over The Edge (Sugar Hill)**  
**THE AVETT BROTHERS/Another Is Waiting (Republic)**

**GAC**

**SARA EVANS/Slow Me Down (RCA)**  
**THE HENNINGSENS/I Miss You (Arista)**  
**COLT FORD f/ JASON ALDEAN/Drivin' Around Song (Average Joes)**

**ZUUS COUNTRY**

**HALEY & MICHAELS/500 Miles (Graybird)**  
**TY HERNDON/Lies I Told Myself (FUNL/Flying Island)**  
**BAREFOOT MOVEMENT/Second Time Around (Independent)**  
**DREW HOLCOMB AND THE NEIGHBORS/The Wine We Drink (Good Time/Magnolia)**  
**JU-TAUN/By The River (Climax)**  
**STEEP CANYON RANGERS/Tell The Ones I Love (Rounder)**  
**THE STEELDRIVERS/Wearin' A Hole (Rounder)**  
**DYLAN SCOTT/Makin' This Boy Go Crazy (Sidewalk)**  
**LISA MATASSA/I Won't Ask (CPR)**

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*A huge THANKS to Team Walkin' Row for your contribution to The Leukemia & Lymphoma Society's Light The Night Walk Helping to raise \$800,000 to fund cancer research!*





LW	TW	Artist/Title (Label)	Points	+/-	Points	Plays	+/-	Plays	Stations	Adds
1	1	📶 <b>LUKE BRYAN</b> /That's My Kind Of Night (Capitol) <small>3<sup>rd</sup> Week at No. 1</small>	9225	267	2175	56	52	0		
5	2	📶 <b>TIM MCGRAW</b> /Southern Girl (Big Machine) ✓	8604	903	2000	200	52	0		
2	3	<b>THOMAS RHETT</b> /It Goes Like This (Valory)	8441	-90	1998	-11	50	0		
6	4	📶 <b>BLAKE SHELTON</b> /Mine Would Be You (Warner Bros./WMN) ✓	8276	589	1934	103	52	0		
7	5	📶 <b>CHRIS YOUNG</b> /Aw Naw (RCA)	7965	376	1907	83	51	0		
4	6	📶 <b>LEE BRICE</b> /Parking Lot Party (Curb)	7787	35	1793	-3	49	0		
3	7	<b>BILLY CURRINGTON</b> /Hey Girl (Mercury)	7466	-658	1728	-162	47	0		
9	8	📶 <b>JOE NICHOLS</b> /Sunny And 75 (Red Bow)	6506	494	1513	91	52	0		
10	9	📶 <b>KEITH URBAN &amp; MIRANDA LAMBERT</b> /We Were Us (RCA/Capitol)	6017	542	1440	135	52	0		
11	10	📶 <b>TAYLOR SWIFT</b> /Red (Big Machine)	5308	289	1237	49	46	0		
16	11	📶 <b>PARMALEE</b> /Carolina (Stoney Creek) ✓	5146	561	1208	127	48	0		
15	12	📶 <b>MIRANDA LAMBERT</b> /All Kinds Of Kinds (RCA)	5074	329	1236	89	51	0		
14	13	📶 <b>DARIUS RUCKER</b> /Radio (Capitol)	5028	228	1160	55	51	0		
18	14	📶 <b>ELI YOUNG BAND</b> /Drunk Last Night (Republic Nashville)	4913	538	1170	106	51	0		
17	15	📶 <b>THE BAND PERRY</b> /Don't Let Me Be Lonely (Republic Nashville)	4871	359	1159	67	52	0		
19	16	📶 <b>JAKE OWEN</b> /Days Of Gold (RCA)	4544	375	1073	79	51	0		
12	17	<b>CHARLIE WORSHAM</b> /Could It Be (Warner Bros./WAR)	4470	-522	998	-131	42	0		
13	18	<b>TOBY KEITH</b> /Drinks After Work (Show Dog-Universal)	4356	-591	1027	-138	46	0		
21	19	📶 <b>ZAC BROWN BAND</b> /Sweet Annie (Atlantic/Southern Ground) ✓	4021	576	947	124	52	0		
23	20	📶 <b>ERIC PASLAY</b> /Friday Night (EMI Nashville)	3773	409	898	91	50	1		
22	21	📶 <b>BRAD PAISLEY</b> /I Can't Change The World (Arista)	3553	154	829	43	52	0		
24	22	📶 <b>CASSADEE POPE</b> /Wasting All These Tears (Republic Nashville)	3545	345	815	71	48	0		
20	23	<b>CRAIG CAMPBELL</b> /Outta My Head (Bigger Picture)	2988	-510	690	-158	41	0		
25	24	📶 <b>DIERKS BENTLEY</b> /I Hold On (Capitol)	2558	234	667	73	44	0		
26	25	📶 <b>COLE SWINDELL</b> /Chillin' It (Warner Bros./WMN)	2506	369	631	85	49	2		
29	26	📶 <b>FLORIDA GEORGIA LINE</b> /Stay (Republic Nashville) ✓	2406	655	596	143	43	3		
28	27	📶 <b>HUNTER HAYES</b> /Everybody's Got Somebody... (Atlantic/WMN)	2311	420	520	81	43	1		
30	28	📶 <b>DAVID NAIL</b> /Whatever She's Got (MCA)	2048	299	497	57	44	4		
27	29	📶 <b>JON PARDI</b> /Up All Night (Capitol)	1998	84	489	14	39	1		
34	30	📶 <b>FRANKIE BALLARD</b> /Helluva Life (Warner Bros./WAR)	1354	278	324	58	32	3		

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LW	TW	Artist/Title (Label)	Points	+/-	Points	Plays	+/-	Plays	Stations	Adds
38	31	📶 LADY ANTEBELLUM/Compass (Capitol)	1330	444	340	118	32	9		
31	32	📶 DUSTIN LYNCH/Wild In Your Smile (Broken Bow)	1263	43	271	10	31	0		
32	33	📶 DANIELLE BRADBERRY/The Heart Of Dixie (Republic/Big Machine)	1262	48	283	10	34	0		
33	34	📶 SCOTTY MCCREERY/See You Tonight (19/Interscope/Mercury)	1217	60	300	12	32	0		
37	35	📶 RANDY HOUSER/Goodnight Kiss (Stoney Creek)	1068	115	308	31	30	3		
35	36	📶 THOMPSON SQUARE/Everything I Shouldn't Be... (Stoney Creek)	1038	39	238	4	28	1		
39	37	📶 CRAIG MORGAN/Wake Up Lovin' You (Black River)	877	67	222	17	20	1		
40	38	📶 THE HENNINGSENS/I Miss You (Arista)	820	38	189	13	30	0		
42	39	📶 LOVE AND THEFT/If You Ever Get Lonely (RCA)	764	86	182	16	25	2		
41	40	LITTLE BIG TOWN/Sober (Capitol)	710	-6	146	-7	14	1		
43	41	📶 JOSH THOMPSON/Cold Beer With Your Name On It (Show Dog-Universal)	682	30	175	5	16	1		
44	42	📶 GARY ALLAN/It Ain't The Whiskey (MCA)	678	93	162	26	22	3		
45	43	📶 SARA EVANS/Slow Me Down (RCA)	612	145	127	33	19	1		
46	44	📶 BRETT ELDRIDGE/Beat Of The Music (Atlantic/WMN)	585	201	158	43	17	4		
47	45	📶 DYLAN SCOTT/Makin' This Boy Go Crazy (Sidewalk)	399	17	124	4	10	0		
50	46	📶 BROTHERS OSBORNE/Let's Go There (EMI Nashville)	372	57	114	11	12	0		
48	47	📶 LEAH TURNER/Take The Keys (Columbia)	352	-10	103	8	7	0		
51	48	📶 LOCASH COWBOYS/Best Seat In The House (Average Joes/Tenacity)	333	55	83	14	8	3		
49	49	AUSTIN WEBB/Slip On By (Streamsound)	320	-8	72	-2	9	0		
55	50	📶 KELLIE PICKLER/Little Bit Gypsy (Black River)	284	54	93	17	12	1		
53	51	CHRIS STAPLETON/What Are You Listening To (Mercury)	255	-1	77	-1	5	0		
52	52	WILL HOGE/Strong (Prospector/Crescendo)	242	-15	71	-2	6	0		
54	53	AMERICAN YOUNG/Love Is War (Curb)	232	-14	57	-4	13	0		
Debut	54	📶 GEORGE STRAIT/I Got A Car (MCA)	208	208	61	61	7	4		
56	55	COLT FORD f/ JASON ALDEAN/Drivin' Around Song (Average Joes)	195	-25	64	-2	5	0		
58	56	📶 ASH BOWERS/Shake It Off (Wide Open)	192	0	45	0	5	0		
Debut	57	📶 JERROD NIEMANN/Drink To That All Night (SeaGayle/Arista)	173	60	48	19	12	3		
57	58	UNCLE KRACKER/Blue Skies (Sugar Hill/Vanguard/RPME)	168	-28	37	-5	6	0		
Debut	59	📶 RODNEY ATKINS/Doin' It Right (Curb)	149	24	33	7	6	2		
59	60	📶 BRANCH & DEAN/The Dash (SSM Nashville)	149	0	31	0	4	0		

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**WORLD VISION ARTISTS**

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