

## WARW/Washington Taps Banks As PD

Christie Banks has been chosen to succeed Phil Locascio as PD of Infinity's Classic Rock WARW/Washington. Banks joined WARW in April as Asst. PD/midday host after serving as PD of co-owned Classic Hits KPLN/San Diego.

Banks, who reports to GM Melissa Huston, has relinquished her on-air duties. WARW is presently seeking to fill Banks' old positions.

"I think when you put the best people in the most important positions, you win," Huston told R&R. "Christie's track record speaks for itself. She has high knowledge of our product and incredible wisdom, and she's just a wonderful person. It's neat to have someone who understands we're in business for the customer and that the customer is the radio listener as well as the advertiser. She gets it."

Banks' other experience includes an Asst. PD stint at WMGK/Philadelphia and the Asst. PD/MD post at WZZR/Ft. Pierce, FL. She has also worked at WSHE/Miami, WBZZ/Pittsburgh and WHTQ/Orlando.

## Horton Heads To Radio One/Boston As Station Mgr.

Radio One has hired Bartt Gayden Horton as Station Manager for Urban AC WILD and Urban WBOT in Boston. He will report to Radio One/Boston GM Bernadine Nash and Regional VP Pam Somers.

Before joining Radio One Horton was a sales and management consultant and trainer in his own company, Personal Selling Principles. He began his broadcasting career with public radio as a reporter, moving from his hometown of Washington, DC to Champaign, IL in 1979 to work as Program Sales Manager for the National Federation of Community Broadcasters.

Horton moved back to DC in 1994 to begin a sales career with the Journal suburban newspaper group, then became an AE at WJFK-FM/Washington. He moved to a similar post at crosstown WKYS, which later upped him to LSM. Horton then joined Carter Broadcasting

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## R&R Observes Labor Day

In observance of the Labor Day holiday, R&R's Los Angeles, Nashville and Washington, DC offices will be closed Monday, Sept. 2.

## Can You Feel It?



Curb recording artists *Feel* performed during the Industry Achievement Awards Luncheon at last week's R&R Triple A Summit in Boulder, CO. The ceremony recognized several outstanding contributors to the Triple A community, including Station of the Year KBCO/Denver-Boulder, PD of the Year Norm Winer of WXRT/Chicago and MD of the Year Haley Jones of KFOG/San Francisco. *Feel* took a break after their performance to pose for this picture with R&R Publisher Erica Farber and Curb Records' Bob Catania.

## Small-Market Reality

### Behind the scenes at Clear Channel/Santa Maria, CA

By ADAM JACOBSON  
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SANTA MARIA, CA — It's just past 12pm on a Wednesday, and Clear Channel's Country KSNI has kicked off another noontime request show. But there's no one in the studio except Rick Anderson, PD of co-owned Classic Rock KXFM (The Fox), who is giving me a tour of his company's four-station cluster. That's because KSNI midday host Shannon Smith isn't at the station. In fact, Smith is the morning personality at Concord Media-owned KTPI/Lancaster-Palmdale, CA.

Furthermore, Smith is not live, but voicetracked. The day's requests will be banked and used for the next day's show. "It's all smoke



Anderson

and mirrors, man," Anderson says. Welcome to small-market radio in the 21st century, where hard drives and ISDN lines may be the two most important and essential components of a cluster's entire operations.

Aside from KSNI and KXFM, Clear Channel's Santa Maria, CA cluster includes News/Talk KSMA and Hot AC KSMY (My 106.7), which dropped Oldies on July 15. KSMY's liners, positioning statements, logo and music library are virtually identical to those used by co-owned Hot AC KMYI (My 94.1)/San Diego.

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## Hill Hired As PD At WIYY/Baltimore

Dave Hill has been selected as PD of Hearst Corp.'s Active Rock WIYY (98 Rock)/Baltimore, effective Sept. 9. Hill is currently PD of WQBJ & WQBK (The Edge)/Albany, NY. He will succeed Rick Strauss, who recently accepted the programming position at Classic Hits WMGK/Philadelphia.

"Dave is an experienced, seasoned PD who has been associated with some great personality shows," WIYY GM Ed Kiernan told R&R. "I believe the combination of Dave Hill and Asst. PD/MD Rob Heckman will be awesome. I look for 98 Rock to further solidify its position

as Baltimore's dominant Rock station."

Hill said, "I'm excited to work with Rob Heckman and the whole crew at 98 Rock. I can't wait to get there and start dealing with a big radio station in a big market."

Hill has been at WQBJ & WQBK for two years. Prior to that he spent five years at WMRQ/Hartford — the last two as PD, during which he hired former Twisted Sister vocalist Dee Snider as the station's morning talent. Hill also spent two years as Programming Asst. at WNNX (99X)/Atlanta. His last day at WQBJ & WQBK will be Aug. 30.

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## Total Radio Revenue Fell 5% In 2001

### Duncan says dollars could decline next year

By JOE HOWARD  
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The effects of the Internet advertising bust and the Sept. 11 terrorist attacks — as well as a general decline in the overall market — weighed radio-industry revenue down last year, the first decline in nearly a decade, according to the latest annual industry report issued by Jim Duncan and his Duncan's American Radio. Worse yet, the drop follows three consecutive years of double-digit percentage increases.

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## America's Highest-Billing Radio Groups

2000 Rank	2001 Rank	Group Owner	2001 Revenue (in millions)	'01 Year-End Station Count
1	1	Clear Channel	\$3,455.6	1,240
2	2	Infinity	\$2,160.1	184
3	3	Cox Radio	\$433.1	77
4	4	ABC	\$385.6	50
5	5	Entercom	\$357.6	100
6	6	Citadel	\$324.2	193
8	7	Radio One	\$294.4	63
7	8	Emmis	\$263.2	21
9	9	Hispanic Br.	\$262.8	51
10	10	Susquehanna	\$221.8	26

Source: Duncan's American Radio

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