

## IN BRIEF

### HTSA, Maverick Team Up on Education

HOME TECHNOLOGY SPECIALISTS OF AMERICA (HTSA) has partnered once again with Nashua, N.H.-based Maverick Technical Institute (MTI) to create a new educational program based on the principles of the power of standardization to drive greater efficiency and success. This new course, called the Standardization MasterClass, was first conducted to nearly two dozen HTSA members on Nov. 6-8, two weeks after the topic of the program was introduced at the 2017 Fall Members Conference in Chicago at the end of October.

“The main purpose of the Standardization MasterClass was to help the participating integrators recognize the many opportunities for, and the many benefits of, finding those things that they could do more efficiently,” says Dennis Jaques, founder of Maverick Technical Institute and the principal educator of the Standardization MasterClass. “Standardization is a tool that integrators can use to be more profitable.”

### Bedrock Expands CEU-Approved Offerings

BEDROCK LEARNING now offers a number of online courses that have been approved for CEUs (Continuing Education Units), by state licensing bodies in Delaware, Louisiana, Mississippi, New Jersey, and Tennessee.

In addition, the following online courses are accredited by the Electronic Security Association (ESA), National Training School: The Connected Home; Home Networking for Technicians; Multi-Room Audio Technology and Distribution; Home Theater Technologies Explained; Residential Lighting Control; Project Management for Residential Installation; Fundamentals of Structured Wiring; and Home Theater Design and Installation.

“Our commitment to help everyone in the industry succeed drives everything we do. By ‘Bedrock-izing’ complex information we simplify technology, write at an eighth-grade level, and offer affordable, effective solutions for new careers,” says Helen Henveld, president of Bedrock Learning. ■

## PEOPLE + PLACES

HAVE SOME NEWS TO SHARE? Email Jason Knott at [jknott@ehpub.com](mailto:jknott@ehpub.com)



STEPHANIE FREY

**Peerless-AV** has appointed **Stephanie Frey** as its new director of marketing communications. She'll be responsible for determining and implementing the optimal mix for advertising, digital marketing, public relations, tradeshow, social media, and other communications programs.



SCOTT SROLIS

**Salamander Designs** has hired **Scott Srolis** to lead the company's sales team as senior vice president sales. Srolis is a 30-year CE industry veteran in B2B, B2C sales, business development, product marketing, operations and sales training, with past experience as a senior executive for Tweeter and most recently vice president of sales for Universal Remote Control.

**AudioQuest** has promoted two of its veterans to manage and lead its 19

member Americas sales force. **Shaun Schuetz** is now vice president sales, Americas, while **Jim Scatena** is now director, national accounts.



JEFFREY AMOAKO

National distributor Capitol has hired two new B2B business development specialists.

**Jeffrey Amoako** and **Steve Semanek** bring extensive backgrounds in new business creation for a variety of customers and employers, from entrepreneurial efforts and small businesses, to national and global companies.



STEVE SEMANEK

**AVPro Global Holdings**, home to AVProStore.com, Murideo, and AVProConnect, has added **Jason Dustal** to its team of technical support specialists.

**Susan Rochford, Legrand** North and Central America's vice president of sus-

tainability, energy efficiency and public policy, was named one of the winners of the 2017 Women in Sustainability Leadership (WLSA) Awards at the recent Greenbuild International Conference and Expo. Since joining Legrand in 2010, Rochford has helped Legrand set and achieved multiple ambitious operational goals, uncovered sustainable product design opportunities, prioritized transparency documentation to aid customers in making better buying decisions, and launched a community volunteer program.

## Integratorjobs

### LATEST LISTINGS:

Resi/Commercial Salesperson — **Automated Environments**, Mesa, Ariz.; Junior A/V Technician — **Jobe Systems**, Chicago; Lead Technician — **Creative Sound & Integration**, Scottsdale, Ariz. *CE Pro's Job Board is free to post a resume; to post open positions, a 30-day posting is \$295 with 60-day postings \$495. Go to [integratorjobs.com](http://integratorjobs.com).*