

people



Richard Stark

FARMINGDALE, NY—BEYER-DYNAMIC has made several additions to its professional audio, conference, and marketing departments. **RICHARD STARK** has been named the U.S. sales manager for integration and conference technologies. He is directly responsible for all sales and distribution of the conference and installed microphone business unit for the United States.



Amy Kelly

PAUL FATTROSSO joined the company as a pro audio sales specialist. He supplies dealers and end users with information and updates on all of the brand's professional audio product lines. **AMY KELLY** was appointed the senior marketing manager, and will lead all marketing activities and serve as a press contact.



Ron DiGiovine

ATLANTA, GA—EXTERITY has appointed **RON DIGIOVINE** as west coast sales manager to support the company's growth in the U.S. market. Prior to Exterity, DiGiovine held sales and channel management positions at SMART Technologies, Sangoma

Technologies, Polycom, Teltronics, and GN Netcom, among others.



Peter Robberechts

WUPPERTAL, GERMANY—RIEDEL COMMUNICATIONS has named **PETER ROBBERECHTS** sales manager for Belgium. In this position, Robberechts is responsible for managing and developing both new and existing sales channels, contributing to product, marketing, and project management strategy, and contributing to the ongoing optimization of the company's sales organization.



Scott Wieser

BEAVERTON, OR—BIAMP SYSTEMS has promoted **SCOTT WIESER** to the position of applications engineering manager for North America. He brings almost 15 years of experience in professional audio, including DSP programming, AV systems integration, and IT systems to his new role.

DETROIT, MI—ON CONTROLS has appointed **JEFFREY SKALNY** to the role of director of control. Reporting directly to the CEO, Skalny will be based at the company's headquarters



Jeffrey Skalny

in Detroit and in charge of establishing and maintaining relationships with third-party manufacturers in the Internet of Things community, as well as communicating with integrators.



Paul Tusa

WALTHAM, MA—PAUL TUSA has joined CAMBRIDGE SOUND MANAGEMENT in the role of technical sales support. Prior to joining Cambridge, Tusa spent four years at Graybar Electric working in inside sales and customer service. He previously worked for Snap-on Tools in outside sales.



Todd Mares

AURORA, IL—PEERLESS-AV has appointed **TODD MARES** as director of emerging technologies, and **HUT HUTTO** as regional sales manager for the South Central U.S. Mares will be responsible for identifying new technologies to complement Peerless-AV's current offerings and showcase the company's expertise over its competitors. Hutto will man-



Hut Hutto

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age Peerless-AV's existing and new pro AV customers, including dealers, distributors, and distributor customers in Texas, Oklahoma, Arkansas, Louisiana, and Mississippi.



Jim Hutchinson

FARMINGDALE, NY—AVOLITES has appointed **JIM HUTCHINSON** to the post of sales and training. Prior to joining Group One, Hutchison most recently served as customer engagement and education manager for Chauvet Professional, following several years spent as a product manager for CAST Software.



John Touchberry

RANCHO SANTA MARGARITA, CA—EIKI INTERNATIONAL has named **JOHN TOUCHBERRY** South Central regional sales manager. In his new capacity, Touchberry will be responsible for sales activities throughout Colorado, Texas, Oklahoma, Kansas, Missouri, Arkansas, Mississippi, and Louisiana.

>>> Rep News

NEWBURY PARK, CA—ALLEN & HEATH has added two new representative firms, **RICHARD DEAN ASSOCIATES** and **SAMUEL K. MACDONALD**. Both firms will represent the brand in the New England and Mid-Atlantic territories in the U.S.

PACIFIC, MO—LOWELL MANUFACTURING has appointed **IDMC, INC.** to represent Lowell products in the growing security and datacom markets of Texas, Oklahoma, Louisiana, and Arkansas.

OVERLAND PARK, KS—MSE AUDIO has named **ONLINE MARKETING** of Wadsworth, OH as the company's representative of the year for 2014 for the commercial market.

HIGHLAND HEIGHTS, KY—GENERAL CABLE has appointed **PETER E. SCHMITT COMPANY** to promote Gepco Brand products in New Jersey, New York, and Connecticut.

MINNEAPOLIS, MN—WILLIAMS SOUND has named **LIENAU AV ASSOCIATES** its 2014 U.S. manufacturers' rep of the year. The firm represents the brand in Eastern Pennsylvania, Maryland, Delaware, Western New Jersey, and Virginia.

NEW YORK, NY—PRIMEVIEW USA has added **PC VISIONS** as manufacturer representative for the states of California, Nevada, Oregon, Washington, Montana, Idaho, and Wyoming.

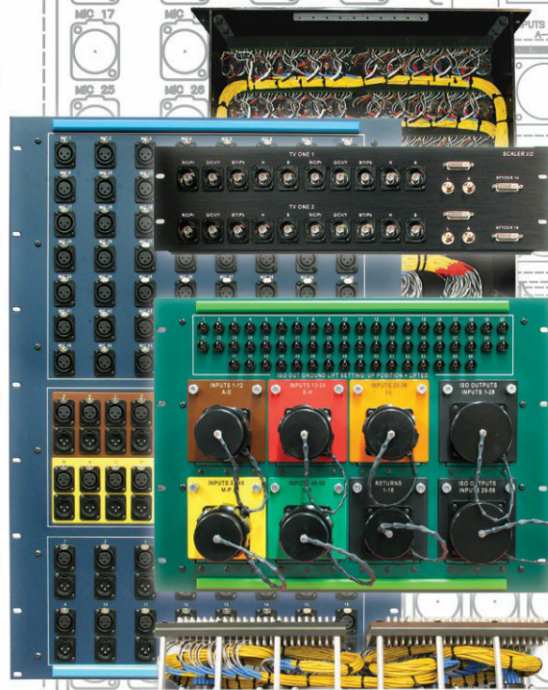


The team at Richard Dean Associates

Our Custom Shop Clients include:

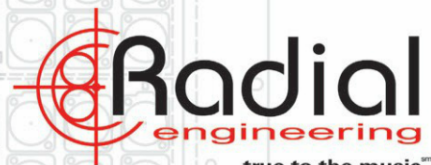
- 2010 Winter Olympics
- Advanced Broadcast
- Alan Parsons
- Atlanta Sound
- Brantley Sound
- Bryan Adams
- Bruce Hornsby
- CalArts
- Calgary Stampede
- CBC Radio
- Cirque du Soleil
- Cisco
- Clair Brothers
- Clearwing Productions
- Daryl Hall
- Diana Krall
- Disney
- Evco Sound
- Goo Goo Dolls
- House of Blues
- Kings of Leon
- Linkin Park
- Maryland Sound
- P R G
- MN Public Radio
- Rush
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