



**For Immediate Release**  
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## **Orca Design & Manufacturing Presents First Annual Bill McKinley Award** *Commemorative cup highlights sales recognition awards during 2017 CES*

**CAMARILLO, CALIF., February 13, 2017 (MEDIAWIRE)** – At the 2017 CES, Orca Design and Manufacturing recognized its best-performing sales representative firms at the company’s annual awards banquet, and presented two new retail awards to its top online and brick-and-mortar partners. The recognition was capped off at show’s end with the presentation of the Bill McKinley cup, an award named in honor of the beloved sales representative, father and husband who tragically passed away during the show.

Orca, sole U.S. distributor of Focal and North American distributor of the Illusion Audio, Gladen and Mosconi brands, presented awards to the most productive rep firms for each brand. Opus Marketing Group received the Rep Firm of the Year award for its performance with Illusion Audio. The sales group, led by Jamie White and Dan Mangan, supports retailers in metro and upstate New York as well as the Mid-Atlantic states.

Paragon Sales and Marketing, of which Bill McKinley was the rep principal, won Rep Firm of the Year for the Focal brand. Wayne Smedile has now assumed the rep principal position at Paragon and will continue to service Orca retailers in Southern California and Hawaii. And Marketing Pros took home two honors: Rep Firm of the Year for the Gladen and Mosconi brands, and Orca Rep Firm of the Year. Pete Daley and his team work with Orca retailers in Texas, Oklahoma, Louisiana and Arkansas.

In addition to brand-specific awards, Orca recognized Barton Sales and Marketing, which represents the company’s brands in the southeast, with a Most Improved Territory award. Car Toys, the Seattle-based chain of independent mobile electronics specialist outlets, was the first recipient of Orca’s Retailer of the Year award. Crutchfield.com, based in Charlottesville, Va., garnered the same award in the online retail category.

After the show, Orca also gave out the first of what will be an annual award for the rep firm that is most active and productive in supporting the company’s brands throughout CES. The commemorative cup, originally nicknamed the “MVP of CES” cup, was renamed for the principal of its first recipient, Paragon Sales and Marketing.

“While it is only fitting that we name the award after one of the industry’s most beloved reps, Paragon Sales and Marketing received the award this year based on its merits during the show,” said Orca President and Founder Kimon Bellas. “Bill and Wayne did a great job of bringing retailers in, showing our new products and making them feel part of the Orca family. We sincerely value the relationship we have with our reps and Paragon really represented us well.”

### About Orca Design and Manufacturing

Based in Southern California, Orca acts as importer/distributor, designer and manufacturer for a variety of notable brands. We are the sole U.S. distributor for Focal mobile audio, and import speakers by Gladen Audio of Germany and Italian-made Mosconi amplifiers. In addition, we design quality products under the Illusion Audio brand, and offer Blackhole damping materials and Raven pure ribbon tweeters for home and mobile installations alike. For more information, visit our website at [orcadesign.com](http://orcadesign.com).

*Image:*

[Marketing Pros Receives Orca Rep Firm of the Year Award](#)

Orca staff with Marketing Pros (l to r): Jim Wheling, George Reed, Jimmy Chauffe, Nalaka Adikari, Kimon Bellas, Pete Daley.

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